EUROPE'S BUSINESS NEWSPAPER

FINANCIAL TIMES

No. 30,632 Weekend September 3/September 4 1988 D 8523 A

WORLD NEWS

SDLP and Sinn Fein talks end

Sinn Fein, the IRA's political wing, said the mainly Catholic Social and Democratic Labour Party ended nine months of talks yesterday. The news bought calls from Dublin's political leaders for discussions between the SDLP and Unionists.

The funerals of two IRA brothers killed in an SAS-style operation this week passed off peacefully in the village of Loughmacrory, Co Tyrone. There was heavy security as police in riot gear sought to prevent any paramilitary display by the IRA.

Army withdraws

The Army has withdrawn from Sport Aid '88, where personnel were due to help organise a charity race in Hyde Park, London, because of security fears.

PO chiefs seek talks

Post Office managers sought talks with union leaders to try to end the postal workers' dispute. Back Page

Dukakis campaign move

US Governor Michael Dukakis attempted to revive his presidential campaign by recalling John Sasso who resigned in disgrace as campaign manager last year. Back Page

Poll puts Tories in lead

The Conservatives have an 11 per cent lead over Labour, according to BBC Newsnight's poll of polls. Latest figures give the Tories 47 per cent, Labour 36 per cent, the SLD 10 per cent and the SDP 5 per cent.

AEU compromise

Leaders of the AEU engineering union drew up compromise proposals aimed at preventing the EETPU electricians' union from being expelled from the TUC next week. Page 5

Hope for hostages

Iranian Foreign Minister Ali Akbar Velayati said he had heard good news about the fate of the three British hostages held in Lebanon and promised he would help secure their release.

Chemical weapons claim

The Foreign Office expressed concern at allegations that the Iraqis had been using chemical weapons against the Kurdish population in the north of the country. Refugees tell of gas attacks, Page 2

Walesa talks to strikers

Polish Solidarity leader Lech Walesa travelled across the country to talk to members of the banned trade union who have ignored his back-to-work call.

Diplomats in strike vote

French diplomats in Washington voted to strike in protest at changes in overseas living allowances. The action may spread to other missions.

Spanish drugs haul

Spanish police seized seven tonnes of hashish in a raid on a container in Barcelona port, and arrested 14 people, including foreigners, in the resorts of Alicante and Benidorm.

Locust plague feared

East Africa is facing its worst locust plague for 35 years. Agriculture experts predict swarms could reach Kenya and Tanzania before the end of the year.

Dhaka airport closed

Relief operations in Bangladesh were hampered when monsoon flooding closed Dhaka airport to international flights. Page 3

Anti-Mafia battle

Italy's new anti-Mafia Commissioner is to have more powers and greater resources than his predecessors in the country's fight against the Mafia. Page 2

Bruno, Tyson fight

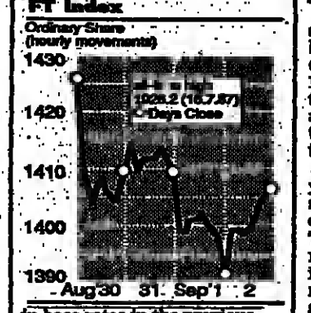
Frank Bruno's world heavyweight title clash with Mike Tyson will take place on October 22.

BUSINESS SUMMARY

Barclays regains AAA credit rating

BARCLAYS BANK has regained its triple A credit rating for bonds issued in the US debt markets from Standard and Poor's, one of the leading US credit rating agencies, which has also upgraded Midland Bank to AA—. Page 20.

FT Ordinary Index fell 4 points over the week, closing at 1405.9 as the market continued its sharp reaction to the increase



in base rates in the previous week when the £2.15bn deficit on UK trade for July shocked the City. Markets, Page 12

UNION Bank of Switzerland, owner of stockbrokers Phillips and Drew, has disposed of its UK private client stockbroking business. Page 4

RUBEROID, building materials group fighting a £127m takeover by housebuilder Raine Industries, forecast pre-tax profits of at least £16m this year, 61 per cent more than the £10.2m achieved in 1987. Page 8

PWS HOLDINGS: Malcolm Pearson, new chairman and chief executive of the troubled Lloyd's insurance broker, claims to have reached a compromise with the Ben-Zur family, PWS's biggest shareholder. Page 8

PERNOD-RICARD, French drinks group, would find any bid for Irish Distillers met by an increased offer by Grand Metropolitan, the UK drinks group said yesterday. Page 20

ALITALIA, Italy's state airline, may be willing to outbid Scandinavian-owned SAS for a key stake in Aerolineas Argentinas, Argentine flag carrier, a senior Italian politician hinted. Page 10

CARNIVAL Cruise Lines of Miami may have its proposed $650m (£328.7m) takeover of Royal Admiral Cruises blocked by Anders Wilhelmsen, a leading Admiral shareholder. Page 10

GOLDEN DUMPS, South African mining group, is seeking a rescuer for Lefkochrysos, the platinum mine it controls which has been hit by cost overruns. Page 10

JAPAN'S seasonally-adjusted current account surplus for July fell to $4.95bn (£2.96bn), compared with $5.23bn a month before, caused by increased spending by Japanese tourists overseas. Page 3

LIBYAN leader, Col Muammer Gadaffi, announced sweeping economic reforms including the abolition of government trading organisations and the privatisation of some government-controlled industries. Page 3

SOUTH KOREA'S trade surplus fell to $332m (£196m) in August from $695m in July, according to provisional figures. Page 2

ISRAELI Finance Minister, Moshe Nissim and representatives of the country's largest commercial banks met yesterday to discuss control of the banking system which has effectively been in the hands of the Treasury since October 1983. Page 3

BRITISH PETROLEUM is to transfer between 400 and 500 exploration division employees from London to the Glasgow offices of Britoil, Scottish-based exploration company acquired by BP in February. Page 4

High-definition TV battle sparked by US decision on standards

By Rod Oram in New York and Raymond Snoddy in London

THE GLOBAL battle for leadership in high-definition television technology has turned into a three-way race following a decision by the US to set a standard incompatible with those proposed by Europe and Japan.

The move, reminiscent of similar complications which beset the introduction of colour television in the 1950s and 1960s, makes it highly unlikely that television manufacturers and broadcasters will be able to achieve a common international standard.

The US is still more than a year away from choosing its standard. However, the technical guidelines approved on Thursday by the Federal Communications Commission eliminated both the existing Japanese high-definition production system and a rival being developed by a European manufacturing consortium under the Eureka programme.

High-definition television's superior pictures and sound, together with its wider screens, should significantly spur television sales and viewing when introduced in the early 1990s.

Nomura, one of Japan's leading stockbrokers, has reported that HDTV had sales potential greater than that of any other consumer electronics product. It suggested that the receiver market alone would be worth more than £17bn within 12 years.

The US communications commission laid down three main principles:

- The new HDTV signal must be transmitted on existing frequencies, enabling old sets to pick up the programmes. However, viewers would need new sets to get the superior pictures.
- A common HDTV signal had to be suitable for cable, satellite and broadcast transmission.
- A US standard must offer viewers quality comparable with that of other HDTV systems.

Standards which meet the guidelines have been proposed by research laboratories and by several television manufacturers. The latter include Philips, the Dutch consumer electronics multinational, and Zenith, the only surviving US-owned producer. The FCC is unlikely to make a choice before 1990, however.

"We're very much gratified by the FCC's decision," said Dr Mark Rochkind, president of Philips Laboratories, the US research and development arm of the Dutch group. Philips argued that compatibility with current US standards would guarantee the largest unified market for television sets.

The FCC's decision on guidelines does not, however, constitute an indirect trade barrier. Almost all televisions bought domestically are made in the US or Mexico at factories owned by foreign companies.

These manufacturers would adapt quickly to building sets to appropriate standards, just as they have for the current

Continued on Page 20

Italy plans to dispose of Karin B waste at home

By John Wyles in Rome

THE Italian Government yesterday decided to end the tormented wanderings of the Karin B and to try to dispose of its cargo of 2,100 tonnes of industrial waste in Italy itself.

At the same time Mr Giorgio Ruffolo, the Italian Environment Minister, announced Italy would ban the export of toxic waste to Third World countries.

At the end of a week in which the vessel had been refused permission to dock in Britain, France and the Netherlands, Mr Ruffolo said ministers had "taken note of the impossibility" of disposing of its cargo in other European countries and "decided to seek a practical solution in the national territory."

He also announced plans to construct a national network of toxic waste disposal plants.

A working group comprising Mr Ruffolo and his colleagues from the Ministries of Defence, Merchant Marine and Civil Protection has to decide where the vessel should dock and then organise an examination of its cargo. Hitherto, the Civil Protection Ministry has claimed full knowledge of the waste aboard and claimed it was of very low toxicity.

The Government's political embarrassment goes further because the Karin B's peregrinations were a result of Rome's reluctance to stand up to protests in Ravenna, where the ship was originally due to dock in mid-August. Its cargo was to have been incinerated in a plant near the Adriatic port.

Fearing fresh protests once the Karin B enters Italian waters and further political gains for the Greens, it seems likely that ministers will send the vessel to a military port where its cargo may be stored.

A second vessel, the Deep Sea Carrier, which has followed the Karin B in removing industrial waste of Italian origin from the Nigerian port of Koko, will almost certainly be given the same treatment.

Mr Ruffolo said Italy would immediately apply recommendations of the Organisation for Economic Co-operation and Development and European Community by banning the export of industrial waste to Third World countries.

Mr Ruffolo was given the go-ahead yesterday to produce draft legislation to remedy Italy's lack of capacity to dispose of industrial waste – it can handle only 10 per cent to 15 per cent of the 5m tonnes it produces annually. The plan will encourage the construction of disposal plants in all of Italy's 20 regions. The cost will be met by charges on industrial users and by private investment.

Construction of the first plants could begin in a year, Mr Ruffolo said.

Richard Donkin writes: The Italian announcement came as Mr Brice Lalonde, the French Environment Minister, said that French scientists would be prepared to analyse the contents of the cargo.

In London the environmental pressure group Friends of the Earth said yesterday that its Italian arm had agreed that the waste should go back to Italy.

The Department of the Environment said it had been aware of a technical report on the cargo prepared by a team of scientists from the UK Atomic Energy Authority, but that the report would not have affected its decision.

On Tuesday, Mrs Virginia Bottomley, the junior Environment Minister, said one reason permission to unload the cargo was being refused was that its composition was not known.

KGB gets the glasnost bug

By John Lloyd in Moscow

THE HEAD of the KGB, the Soviet secret police, has called for more openness in his organisation in perhaps the most extreme manifestation of glasnost yet.

Mr Viktor Chebrikov, chairman of the KGB (Committee of State Security), a Politbureau member and a close associate of Mr Mikhail Gorbachev, the Soviet leader, said in an interview in the Communist party newspaper Pravda that a law being prepared would make the KGB more accountable to the citizens who pay its wages and allow them to be less afraid of it.

Mr Chebrikov will have plenty of scope to make the KGB's operations more public because it surpasses the British and French secret services in its hatred of disclosure and is far behind the relative openness of the US Central Intelligence Agency.

Its operatives at home and abroad are estimated in the millions, reports from defectors attest to its ruthlessness and nearly all diplomats, business people and journalists in the Soviet Union assume they are "bugged."

It also has a long arm. Soon after Mr Philip Taubman, the New York Times Moscow bureau chief, wrote an article about being followed by the KGB earlier this year, his wife was arrested at the airport and accused of smuggling.

Mr Chebrikov, however, says he sees nothing strange in the linking of the KGB with glasnost (openness). Already it has been active in rehabilitating many of the victims of Stalinist oppressions which the KGB, then the NKVD, carried out. He said about 20,000 NKVD officers had themselves been liquidated, and did not dispute that it had been a dark period.

Asked what guarantees he could give that the organisation would never again "violate socialist legality," Mr Chebrikov said the KGB was now firmly under the control of the Communist Party, that it worked to the State prosecutor's office and that "the very circumstances in our party and in society, the move towards glasnost" would ensure that the clock could not be turned back.

The new law on the KGB was, he said, being prepared in the context of overall reform of the judiciary and the police. Already, the organisation had taken the lead in declassifying documents.

When asked about capitalist secret services, he grew sterner. The relaxation in international relations had not diminished the scope of their work, he said.

In the past two and a half years, "20 dangerous agents" from western countries had been unmasked, including some who had been KGB employees. Their activities meant that "the political, eco-

Continued on Page 20

Stock markets rise as US jobs growth slows

By Anthony Harris in Washington, Anatole Kaletsky in New York and Ralph Atkins in London

STOCK and bond prices rose steeply on Wall Street and other securities markets around the world yesterday after US Department of Labour figures showed slower US employment growth, a fall in working hours and a standstill in hourly pay.

The statistics calmed fears that the US economy was overheating. The dollar weakened as speculation about an interest rate rise disappeared.

The New York Stock Exchange enjoyed its biggest gains since spring, as the Dow Jones Industrial Average jumped 54 points to 2056 by early afternoon. Around lunchtime, the NYSE suspended use of its computer systems for placing programme trades.

The price of the Treasury's long bond rose 2¾ points to $101⅜. The long bond's yield fell to 9.03 per cent, its lowest level since early July.

Other stock markets also rose. In London, the FTSE 100-share index closed 16.4 points higher at 1746.9, though this was still lower than a week before.

The dollar fell more than two pfennigs against the D-Mark, reaching DM1.8545 in early afternoon trading in New York, compared with a peak of DM1.8785 shortly before the labour statistics. Against the yen the US currency fell to Y135.80.

This helped reverse earlier falls in sterling against the dollar in London, but the pound still ended lower on its Bank of England trade-weighted index than at the start of the week. Bank of England intervention in the market failed to dispel speculation about a further UK base rate rise.

The labour market figures showed a 220,000 rise in payroll employment in August. The increase for July, originally reported at 280,000, was revised down sharply to 200,000. The civilian unemployment rate rose by 0.2 per cent to 5.6 per cent.

The July figure, following a 568,000 June increase, was largely responsible for the overheating scare, and weighed heavily with the Federal Reserve, the US central bank, in its successive decisions to raise interest rates and tighten credit.

Weekly hours worked, a figure closely watched by the Fed as an indicator of labour market pressures, fell by 0.3 hours to 34.6 hours, reversing a rising trend in the earlier two months, and hourly pay rates were reported as unchanged.

Most of the employment growth was as usual in the services sector. Growth in finance, insurance and non-food retail came to a virtual halt. In manufacturing the growth was concentrated in the export-related electrical and machinery sectors.

The figures were regarded in financial markets as favourable to the Republicans, since they suggest that inflation is not accelerating, but they show there is still a severe unemployment problem among the racial minorities.

Wall Street analysts were virtually unanimous yesterday in welcoming the figures, but some warned against reading too much into the market's reaction. All the US financial markets were thin ahead of the Labour Day long weekend.

In London the pound fell half a pfennig against the D-Mark to close at its lowest level since mid July. But it ended a cent higher against the dollar.

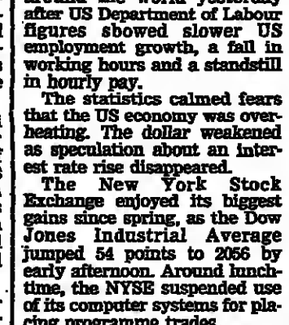
Sterling's resilience during the day is likely to have encouraged the Government, which is anxious to see sterling remaining strong in order to keep downward pressure on inflation.

The pound has been under pressure since UK trade figures nine days ago showed a record £2.15bn deficit on the current account for July. This intensified fears that the economy was growing at an unsustainable rate and would push up inflation.

Treasury figures yesterday showed UK official reserves reached a record $50.6bn at the end of August. This provides a comfortable cushion to finance significant intervention on foreign exchange markets to sup-

Continued on Page 20

London Stock Exchange, Pages 9 and 12; World stock markets, Page 11; Currencies, Page 12; Lex, Page 20



Weekend FT

MARKETS

STERLING
New York lunchtime:
$1.6825
London:
$1.6835 (1.6735)
DM3.13 (3.135)
FFr10.6325 (10.66)
SFr2.8325 (2.8475)
Y229 (229.25)
£ Index: 75.2 (75.5)

GOLD
New York: Comex Dec
$435.4
London:
$428.25 (430.75)

N SEA OIL (Argus)
Brent 15-day Sep
$14.05 (14.255)

Chief prices changes yesterday: Page 20

DOLLAR
New York lunchtime:
DM1.858
FFr6.313
SFr1.5625
Y136.1
London:
DM1.859 (1.874)
FFr6.315 (6.37)
SFr1.564 (1.5815)
Y135.95 (136.4)
$ Index 99.9 (100.3)
Tokyo close: 136.75

US LUNCHTIME RATES
Fed Funds 8⅜%
3-mo Treasury Bill: yield: 7.43%
Long Bond: 100⅞ yield: 9.03%

STOCK INDICES
FT-SE 100:
1,746.9 (+16.4)
FT Ordinary:
1,405.9 (+14.3)
FT-A All Share:
906.74 (+0.9%)
FT-A long gilt yield
Index high coupon:
9.55 (same)
New York lunchtime:
DJ Ind. Av.
2,046.54 (+46.23)
Tokyo:
Nikkei
27,116.50 (+182.24)

LONDON MONEY
3-month Interbank: closing 12½ (12⅜)

CONTENTS

For FT Clydesdale Directory, FT-SE 100 Index and MF Access phone 0898 123456; Stock Market Report, 0898 123001; UK Company News, 0898 123002; sterling rates, 0898 123004. Calls charged at 38p per minute, peak & standard and 25p per minute, cheap rate.

Austria Sch22; Bahrain Din0.800; Bermuda $1.50; Belgium BFr45; Canada C$1.60; Cyprus C£0.80; Denmark DKr10.00; Egypt E£2.25; Finland Fmk7.00; France FFr6.50; Germany DM2.30; Greece Dr120; Hong Kong HK$12; Iceland IKr125; India Rup15; Indonesia Rp3,100; Ireland IR0.80; Israel NIS3.50; Italy L1700; Japan Y200; Jordan JDin.500; Kuwait Fils.500; Lebanon SL125; Luxembourg LFr45; Malaysia Rm4.25; Mexico Pes300; Morocco Dh10.00; Netherlands Fl3.00; Norway Nkr10.00; Portugal Esc120; S.Arabia Rls7.00; Singapore S$4.10; Spain Pts145; Sri Lanka Rup30; Sweden SKr9.00; Switzerland SFr2.30; Taiwan NT$85; Thailand Bht50; Tunisia Din0.800; Turkey L600; UAE Dh5.50; USA $1.00.

OVERSEAS NEWS

Turkey 'offers sanctuary to Iraqi Kurdish leader'

By Our Foreign Staff

REPORTS from Turkey suggested yesterday that the Turkish Government has expressed willingness to give temporary sanctuary to an Iraqi Kurdish leader, after several weeks of fierce fighting between Kurdish rebels and Iraqi troops.

Reuters news agency quoted a source close to Mr Turgut Ozal, Turkish Prime Minister, as saying that Turkey was prepared to give sanctuary to Mr Masoud Barzani, leader of the Kurdish Democratic Party, after a request for asylum had reached the Turkish embassy in Tehran.

The offer was made on condition that Mr Barzani agreed to go on to another country. This underlines Turkey's reluctance to become further involved with what is virtually civil war raging in parts of northern Iraq.

Faced with an influx of as many as 100,000 Kurdish refugees from the fighting, Turkey has been anxiously looking for ways to defuse the problem. Mr Nuzhet Kandemir, Foreign Ministry Under-secretary, said yesterday after talks in Tehran that Mr Mir Hussein Moussavi, Iranian Prime Minister, had personally confirmed that all Kurdish refugees in Turkey who wished to go on to Iran would be accepted.

The KDP yesterday accused Iraqi forces of massacring 1,300 unarmed Kurdish civilians on August 28 in the Dahuk area. It said they were buried in mass graves.

There have also been persistent charges that the Iraqis have indiscriminately used chemical weapons in their current onslaught on the Kurds.

The US said on Thursday it was investigating these reports.

Andrew Gowers adds: Amnesty International said yesterday it had received reports that hundreds of unarmed Kurdish civilians, including women and children, were deliberately killed and thousands of others wounded in Iraqi attacks on Kurdish villages during August.

The human rights organisation said it believed the killings were "part of a systematic and deliberate policy on the part of the Government of Iraq to eliminate large numbers of Kurdish civilians, both as punishment for their imputed political sympathies and in retaliation for the activities of opposition forces."

Refugees tell of gas attacks

By Jim Bodgener in Cizre, south-eastern Turkey

HOSPITALS all over Turkey's south-east have opened their doors to wounded Iraqi Kurdish civilian refugees and guerrillas fleeing the fierce fighting in northern Iraq.

In a clinic at the trucking town of Cizre on the main Iraq-Turkey highway, a *beshmerga* (guerrilla) shot in the leg told of massive Iraqi attacks, including the use of chemical weapons, against his village.

The Turkish Government has stressed since Tuesday it will do all it can to help refugees on humanitarian grounds. Turkey's borders were opened to the refugees on Monday night.

Watched over by four paramilitary gendarmes, Mr Adil Mohammed, 18, a fighter for the Kurdish Democratic Party led by Mr Masoud Barzani, said he had crossed from his village 150km inside Iraq, in Zaho province, four days before. He had been wounded in the leg when Iraqi forces attacked with bombs, tanks and infantry. Four of his brothers did not escape.

He also said 40 of his comrades had been killed by chemical weapons and that more than 3,000 people had been injured by them. The chemical used was a dust-like substance, he said. Three aircraft carrying chemical bombs had been shot down by guerrillas earlier in the conflict.

The guerrillas are ferrying their wounded, women, children, and the aged and infirm, across the border, said Mr Mohammed. He would go back to continue fighting when fit, he added. When told Turkey had offered Mr Barzani temporary asylum, he said his leader was in the thick of the battle.

Iran accuses Iraq of trying to revive war in waterway dispute

By Andrew Gowers, Middle East Editor

MR ALI Akbar Hasbemi Rafsanjani, Iran's armed forces chief, accused Iraq yesterday of "trying to rekindle the flames of war" by resurrecting its claim to control over the Shatt al-Arab waterway.

Mr Rafsanjani, in effect Iran's chief executive, made the remark at a Friday prayer meeting in Tehran against a background of continued stalemate in the Geneva peace talks and of allegations that Iraq has repeatedly violated the fortnight-old Gulf ceasefire.

In Geneva, mediation by Mr Jan Eliasson, the new UN special representative, between Mr Ali Akbar Velayati, Iranian Foreign Minister, and Mr Tariq Aziz, his Iraqi counterpart, remained stalled over arrangements for a ceasefire at sea and for clearing the Shatt al-Arab.

Diplomats reported no sign of movement by either side from their now deeply entrenched positions, and officials in Baghdad and Tehran continued to set out diametrically opposed arguments about sovereignty over the waterway.

Mr Rafsanjani said Iran had just as much interest as Iraq in early clearance of the Shatt, given the needs of its ports on the waterway, Abadan and Khorramshahr.

However, he implied that this would have to take place on the basis of the 1975 Algiers accord, which gives the two countries shared sovereignty and which Iraq has repeatedly repudiated.

The Iranians have also told the UN of what they claim to be 60 Iraqi ceasefire violations since the truce began, and are threatening to retaliate over any further ones.

However, diplomats monitoring the Geneva talks believe neither minister wants to be the one to break off the negotiations, and there is certainly no immediate inclination on either side to go back to war. "There is no propensity in either capital to restart hostilities – there's too much at stake," said one.

● Subroto, the Indonesian Secretary-General of Opec, left Baghdad for Kuwait yesterday after talks in Iraq had failed to achieve a breakthrough on a quota system to stabilise oil prices within the cartel, Reuter reports from Baghdad.

An Asian diplomat said Subroto had failed to convince Iraq to accept an agreement with Iran on new, higher quotas.

A senior oil official in the Gulf, quoted by the Kuwaiti news agency, said Subroto was suggesting Iran and Iraq have the same oil production quota of 2.5m barrels per day.

EC credit card plans condemned

By William Dawkins in Brussels

EUROPEAN Community bankers yesterday condemned draft plans to set common consumer protection rules in the rapidly changing cash and credit card industry.

The scheme, now receiving its finishing touches from European Commission experts, would set rules to be embodied in member states' national statutes on how payment systems should be organised across the Community. It would make card issuers liable for all losses incurred by card holders, except when customers are careless or dishonest.

Copies of the plan have been circulated so far only among a limited group of interested parties, but the Brussels authorities are expected to decide whether to adopt and publish it as official policy within the next two weeks. Some financial experts with the commission are believed to have reservations.

If it is adopted by the commission, EC governments would be asked to ratify the draft directive.

The Banking Federation of the EC and its counterpart lobby groups for the savings and co-operative banks yesterday issued a paper to argue that statutory rules would be too rigid for this mercurial field, and that a "gentlemen's code of conduct" would be more flexible.

The Commission feels that different national laws on payment systems will develop in conflicting ways without its influence, and that banks have a duty to pay for losses in cases where cardholders have no responsibility.

"Where there aren't any international rules, we shall have chaos," said an official.

New anti-Mafia chief to have stronger powers

By John Wyles in Rome

MR DOMENICO SICA, Italy's new anti-Mafia Commissioner, is set to be invested with stronger powers and greater resources than any of his four predecessors, after a decision by the Italian cabinet yesterday.

Under a bill to be sent to parliament, the bearded, laconic Mr Sica will have rights of inquiry and investigation never enjoyed by a magistrate. He will be given a team of secret service agents on secondment, an enlarged staff and an annual budget of about L25bn (£11m).

The measures were adopted after a lively cabinet discussion in which some ministers seemed to think the powers excessive. They are meant to be a statement of the Government's determination to step up the national fight against the Mafia.

Mr Sica's task will be to co-ordinate the somewhat fragmented activities of police and magistrates, not only in Sicily and Calabria but also in Naples, which is afflicted by a local version of the Mafia known as the Camorra.

To this end, he will have rights of access to police and magistrates' reports usually covered by rules of pre-trial secrecy. Given the need to crack down on the vast sums from the drug trade and other illicit funds moving within the banking system, he will also be empowered to examine bank accounts and financial transactions.

The award of public contracts could come under his scrutiny and individuals with suspected knowledge of, or involvement in, Mafia activities will not be allowed to refuse him an interview. Another big step will be the creation of a national bank of data about the Mafia.

The first anti-Mafia Commissioner, General Alberto dalla Chiesa, was murdered by the Mafia within weeks of his appointment in 1982, but not before he had complained of the lack of power to do his job.

Mr Sica, a Roman former magistrate who says little in public but has a distinguished record in bringing terrorists to trial, awaits parliamentary approval of the bill.

The government decision to table a bill, rather than confer powers by decree and then seek subsequent parliamentary endorsement, appears to be a deliberate challenge to the legislature to demonstrate a prompt commitment to a renewed battle against organised crime.

If, as is possible, the proposal gets stuck in procedural quicksands, then the cabinet may have to resort to a decree.

De la Madrid's veils torn away

David Gardner on a new balance of power emerging in Mexico

THE Mexican state, in the person of its prime exemplar, the President, has suffered a blow to its image.

On Thursday, President Miguel de la Madrid was openly challenged by congressmen whose traditional duty has been to listen politely, and applaud loudly, at the annual ritual of the state of the union address, the most solemn event in Mexico's political calendar.

In a highly centralised, pyramid-structured system, where the president enjoys quasi-monarchical powers and is treated with a reverence which frequently borders on the obsequious, this is not a small thing.

The late Mr Jesus Reyes Heroles, leading ideologue of the second half of the 71-year reign of the governing Institutional Revolutionary Party (PRI), used to say that "in politics, form is substance". But Mexico in transition is more about substance than form.

The opposition deputies and senators who shouted down Mr de la Madrid not only tore away veils of presidential mystification but also gave warning of a new balance of power in Mexico between a hitherto all-powerful executive and a rubber-stamp legislature.

The immediate cause of opposition disruption of Mr de la Madrid's final state of the union address before leaving office on December 1 was the dispute over his successor.

Both the Left, led by Mr Cuauhtémoc Cárdenas, a PRI defector, and the right, grouped in the National Action Party (PAN), were present in unprecedented numbers because of the PRI's historic setback at the polls in the presidential and general elections in July.

Despite their congressional gains, they claim that President de la Madrid's designated heir, Mr Carlos Salinas de Gortari, the former Planning Minister, is being imposed by ballot-rigging in July and subsequent chicanery in the PRI-dominated electoral bodies which review the results.

No sooner had Mr de la Madrid begun remarking in self-congratulatory tones on the "historical importance" of the "peaceful, orderly and widely invigilated" elections, than Mr Jorge Martinez Almaraz, a former PRI member, now a leader of the Cárdenas coalition in Congress, jumped to his feet.

"The people will not accept an electoral fraud or its representatives," he shouted, whereupon Cárdenistas and PAN deputies rose in unison, the latter exhibiting allegedly stolen ballot-papers. For four minutes the chamber rang to the cry of "total repudiation of electoral fraud", and the counterblast from the PRI and cabinet benches of "Mexico, Mexico".

"The recent elections should be seen as a step up towards superior stages," the President continued. "You promised clean elections – you lied," came the cry from the Cardenista ranks.

"Net foreign indebtedness in this administration has diminished," Mr de la Madrid explained. "The debt has been paid several times over, Mr President", shouted one left-wing deputy. "Why don't you discuss infant malnutrition?" demanded another. "Yes, down here, man to man", an octogenarian former PRI leader from the Yucatan added.


De la Madrid: openly challenged

Conceivably, his grizzled visage might have witnessed the last time anything as remotely sacreligious as this had occurred. In 1928, Mr Plutarco Elias Calles was more mildly reproved by a congress still unstructured by the PRI machine which he would found the following year.

But in the undercurrent of the 13 separate waves of indignation unleashed on President de la Madrid during his three-and-a-half-hour address, the opposition threw at him articles of the constitution that formally enshrine a division of powers: "This is the Congress, Mr President, you are not in the presidency now."

Perhaps. As the liberal historian Mr Enriqua Krauze remarked: "This is a sort of vacuum. The presidentialist system is weakening but we don't yet have a parliamentary system capable of taking its powers."

Though the regime can be expected to bulldoze through its 15th consecutive presidential victory next week, Mr Salinas will still be faced with an almost evenly divided Congress in which the opposition will be determined to exercise power.

The Cárdenas coalition in particular, which channelled all its force into winning the presidency and lost at least 87 seats by fighting as separate parties for Congress, will eventually have to divert its energy into the legislature.

That this will not be well-received in some PRI circles was attested by the insults and blows rained down on Senator Porfirio Munoz Ledo, the former PRI president turned Cárdenas strategist who led a walk-out by the opposition after fruitlessly demanding a debate with the President on his "supreme mandate to respect the electoral will of the people".

One member of the PRI national executive shrugged off what he described as this "scenography of transition", adding: "Perhaps we're too solemn about these things, too parochial. We're going to have to learn to live with uncertain situations."

Brazil achieves new constitution

By Ivo Dawnay in Rio de Janeiro

THE BRAZILIAN congress gave birth in a new constitution at 5.30am yesterday, after an extremely difficult labour over 578 days of debate and the perusal of an estimated 39,000 amendments.

Completion of voting on the 245-article charter – achieved at breakneck speed over the past few days – means that its provisions will be activated at an official ratification, due at the end of this month.

Once in force, the two chambers of Congress, which have been sitting for the last 20 months as a Constituent Assembly will have a real role in the government of the country for the first time since the military coup 24 years ago.

Since the military stepped aside in 1985, President José Sarney has governed almost exclusively by decree-law, uninhibited by the legislature. A presidential election by all voters, the first since 1960, will be held in November next year, with the winner to take office in January 1990.

The new constitution, the eighth since Brazil's independence from Portugal in 1822, has something to please – and something to infuriate – everybody. It maintains a presidential system of government but devolves a greater proportion of federal revenues and considerable new tax-raising powers to state and municipal governments.

In the financial field, it establishes for the first time a more independent role for the Central Bank as guardian of the currency. Budgetary powers for Congress are substantially enhanced so that the legislature may rewrite the executive's proposals, though without increasing overall expenditure.

On social and labour issues, it adopts an unprecedented liberal tone, establishing enhanced workplace rights, the freedom for all workers in strike and the concepts of *habeas data* (a citizen's right to see personal records).

Elsewhere, however, conservative forces had the upper hand with the military in effect granted powers to intervene in government in the interest of "national security". The land reform lobby also lost a battle for powers to confiscate property for redistribution.


Sarney: new elections

The constitution bears a strong nationalist tone, restricting the activities of foreign companies in exploration for minerals and oil, and creating the concept of a Brazilian company. This could open the door in new protectionist measures.

Among the last measures passed were articles to give an amnesty to certain debts of small businesses and impose a ceiling of 12 per cent a year on interest rates.

This latter decision has caused outrage in the financial community, which fears it will tie the government's hands in its efforts to manage the money supply and service its vast debts.

Mr Mailson da Nobrega, Finance Minister, has tried to reassure the market by promising the government will ignore the measure, at least until enabling legislation has been hammered out.

Reaction to the closure of the Constituent Assembly's business has been equivocal. While the left celebrated, some right-wingers found themselves struggling to define their emotions.

"It's not good, but then it's not all bad," said Mr José Lourenço, leader of the conservative Liberal Front Party. "I suppose we will be able to live with it."

Swedish Moderates want EC membership considered

By Robert Taylor in Stockholm

THE LEADER of Sweden's Moderate Party, Mr Carl Bildt, urged yesterday that a special group of "wise men" should be set up to investigate whether his country's political neutrality could be reconciled with membership of the European Community.

The EC is not a big issue in Sweden's general election campaign, but the decision of the country's main right-wing party to raise it just over a fortnight before polling day suggests that Mr Bildt is keen to establish a clear and decisive strategy for future relations between Sweden and the EC.

The Moderate leader made clear at a news conference that he did not question that Sweden should maintain its neutrality.

"Nothing should dislodge that," he said, arguing that it remained the best way to ensure stability in northern Europe.

He is also convinced, though, that Sweden's neutrality need not become a barrier to the country's possible membership of the EC one day.

Mr Bildt suggested that the group of "wise men", made up of diplomatic experts, should report to Parliament within three years, believing that their report would provide the basis for a much broader and more forward-looking discussion on the EC question within Sweden.

He also suggested that a minister with special responsibility for EC affairs be appointed by the Government to be elected on 18 September.

A bipartisan policy on the EC has been maintained in Sweden till now. Indeed, the ruling Social Democrats have promised to legislate so as to keep the country in line with the various changes being made inside the EC during the moves towards its free internal market by 1992.

The big companies in Sweden have been particularly zealous in their efforts to convince the politicians and public opinion that the country cannot afford to ignore what is happening in the EC, but the present general election campaign, with its concentration on environmental issues and the spate of political scandals surrounding the inquiry into the murder of the late prime minister, Olof Palme, has been rather insular.

By taking such a positive attitude towards the EC, Mr Bildt is attempting to widen the nature of the election debate. Last week, the Conservatives in Norway said they intended over the next few years to seek membership of the EC for their country. Mr Bildt fell short of advocating such a step but clearly feels that, if Austria can reconcile its neutrality with EC membership in the future, then so can Sweden.

Polisario elaborates on ceasefire

By Andrew Gowers

THE POLISARIO Front, elaborating on its acceptance of a UN plan to end its 13-year war with Morocco over the Western Sahara, has confirmed that a ceasefire can be arranged before the end of this year if Rabat agrees to hold direct talks with it.

At a news conference in Algiers, Mr Bachir Mustapha Sayed, Polisario external relations chief, sought to give the impression that Morocco's refusal to negotiate with it directly continues to pose an obstacle to the peace process.

However, this is not what UN officials have been given to understand. They remain emphatic that the acceptance of the peace plan by both Polisario and Morocco on Tuesday was unconditional and that the two sides confined themselves to making "remarks and comments" on the document, presented to them last month by Mr Javier Pérez de Cuéllar, the UN Secretary-General.

Diplomats believe that Polisario is now under intense pressure from the Algerian Government, its principal backer which broke the logjam over Western Sahara by restoring diplomatic relations with Morocco in May, not to do anything to disrupt the peace plan.

In public at least, the Front therefore will have to make do with proximity talks through the UN.

Soon after he returns to New York in 10 days, Mr Pérez de Cuéllar is expected to be asked by the UN Security Council to name a special representative for the Sahara issue.

This representative will have wide powers to oversee arrangements for a ceasefire and withdrawal of troops, followed next spring by a UN-supervised referendum among the population of the disputed territory about its future status.

George Graham feels nostalgic as another beloved French vehicle reaches the end of the road

Scooter sputters into history

WHEELS on which France has rolled since the second world war are slowly grinding to a halt.

Last year, Citroën ended production of the 2CV, the umbrella on four wheels which had come to symbolise the French car around the world.

Now it is the turn of the Solex, the buzzing black motor scooter that, since 1946, has transported French students at speeds sometimes approaching 35kmh (22 mph).

MBK, the Solex manufacturer, is now 70 per cent owned by the Japanese motorcycle maker Yamaha and has announced that it is to end production of the *velo* scooter at its factory at Saint Quentin in northern France.

Despite a giveaway price of FFr3,095 (£290), MBK sold only 2,742 Solexes last year and 882 in the first five months of this year – well below the peak of 380,000 in 1964. The company estimates that 80 per cent of buyers are over 45 and have already owned a Solex.

There is a chain on the Solex, but it is attached only to the pedals. The propulsion system itself is much more simple: the engine perches on top of the front wheel, driving it by friction directly on the tyre.

The position of the engine makes the whole machine top-heavy, so spills are frequent, while the Solex's speed, limited in the best of conditions, dwindles rapidly in the face of a slope. Riders estimate a maximum of 22kmh for the ascent of the Champs Elysées.

The Solex has been killed off by the enforcement of helmet-wearing, as well as by the new generation of city scooters, with comfortable seats, electric ignition and sometimes even central heating for the feet and hands.

It still has its devotees, however, mostly among Parisian intellectuals who have attached a peculiar snobbery to the scooter's resolute archaism.

Mr Alain Duhamel, a political commentator who still rides his Solex around Paris, describes the feeling as "straddling a myth", like a Bogart film.

The brakes give up whenever it rains, but, as the newspaper Le Monde nostalgically remarked, "at the same time the system of propulsion also throws in the towel, providing a sort of self-regulation whose principle delights the Cartesian mind."

Like the Volkswagen Beetle, which was made in Brazil until a few years ago, or the Hillman in India, the Solex could have a second existence in a far country, for the company hints that China is interested in the scooter's simplicity and durability, and could buy the manufacturing equipment.

France, meanwhile, is still trying to create new transport myths, but somehow, the TGV high-speed train does not seem so typically French as a 2CV or a Solex.

S Korea's trade surplus falls

South Korea's custom-cleared trade surplus in August fell to $332m from $695m in July, provisional official figures show, Reuter reports from Seoul.

The surplus for the first eight months of 1988 was $4bn, compared with $3.3bn a year earlier.

FOB (free-on-board) exports rose to $5.28bn in August from $5.15bn in July and $3.48bn in August 1987.

CIF (cost, insurance, freight) imports in August increased to $4.95bn from $4.45bn in the previous month and $3.48bn a year earlier.

AP-DJ adds: South Korea's trade deficit with Japan shrank in the first seven months of this year to $2.49bn from $3.59bn a year earlier, official figures show.

The decrease was attributed in government efforts to help reduce imports from Japan.

The trade deficit with Japan is expected to contract from $5.22bn in 1987 to $3.5bn this year.

Zia crash arrests

A Pakistani newspaper said an air force squadron-leader and eight other people had been arrested in connection with the aircraft crash that killed President Mohammed Zia ul-Haq, AP reports from Islamabad.

Jang, an Urdu daily, quoted informed sources as saying the nine were arrested on Thursday night at Islamabad Airport, which doubles as a military airbase.

More than 20 Pakistanis have been arrested in the investigation.

Peru reshuffle

Five ministerial changes were announced by the Peruvian Government of President Alan Garcia on Thursday evening, after the cabinet had met to approve a "drastic and severe" economic package, Our Foreign Staff reports.

The changes are in economy and finance, energy and mines, justice, industry and transport.

Mr Cesar Robles Freyre will be superseded as Economy and Finance Minister by Mr Abel Salinas, Energy and Mining Minister.

Burmese deadline

A key opposition group in the Burmese popular uprising set a deadline yesterday for the establishment of a caretaker government to supervise a transition to multi-party rule, Our Foreign Staff reports.

A spokesman for the Supervision Committee for the Student Movement, which claims 111 affiliated organisations and a membership of 200,000, said that unless an interim government were announced by Wednesday it would call a general strike and mass protests for the following day.

Polish strikes go on

Strikes continued in Poland yesterday, despite a return-to-work appeal by Solidarity leader, Mr Lech Walesa, who is now committed to round-table talks with the authorities, writes Christopher Bobinski in Warsaw.

In the north-eastern port of Szczecin, port workers and bus drivers continued talks with management on local grievances and local church officials joined attempts to arrange a settlement.

Yesterday, Mr Walesa travelled south to the Manifest Lipcowy mine at Jastrzebie to talk to the several hundred men still on strike there.

Venezuelan swoop

Venezuelan security agents in eight cities arrested 55 persons believed to be members of a subversive guerrilla group called Venceremos (We Shall Overcome), writes Joe Mann in Caracas.

Cape grenade attack

A hand grenade was thrown from a passing vehicle at the eastern Cape home of Reverend Allan Hendrickse, South Africa's senior "coloured" politician, early yesterday and a bomb damaged a post office in a northern Natal town, police said, AP reports from Johannesburg.

FINANCIAL TIMES

Published by the Financial Times (Europe) Ltd, Frankfurt Branch, represented by E.Hugo, Frankfurt/Main, and, as members of the Board of Directors, F. Barlow, R.A.F. McClean, G.T.S. Damer, M.C. Gorman, D.E.P. Palmer, London. Printer: Frankfurter Societäts-Druckerei-GmbH, Frankfurt/Main. Responsible editor: G.D. Owen, Financial Times, Bracken House, Cannon Street, London EC4P 4BY.

FINANCIAL TIMES, USPS No 190640, published daily except Sundays and holidays. US subscription rates $365.00 per annum. Second-class postage paid at New York NY and at additional mailing offices. POSTMASTER, send address change to: FINANCIAL TIMES, 14 East 60th Street, New York, NY 10022.

Travellers trim Japanese surplus on visible trade

By Stefan Wagstyl in Tokyo

A SURGE in spending by Japanese tourists overseas helped to push Japan's seasonally-adjusted current account surplus for July down to $4.95bn, compared with $5.23bn a month earlier.

However, the overall decline in the surplus was magnified by changes in the collection of data, which make direct comparisons difficult.

The increase in the deficit in invisible items, including tourism, offset an increase in the visible trade surplus from $6.18bn in June to $7.24bn. This was partly caused by a 4 per cent decline in imports, which economists regard as temporary, and partly by a 2 per cent rise in exports, which is an indication of renewed export strength in Japanese industry.

Some economists believe exports could continue growing in the second half of the year, increasing the imbalance in trade between Japan and the rest of the industrialised world.

Meanwhile, overseas portfolio investment picked up sharply in July because of fresh confidence in the strength of the US dollar. The long-term capital account showed a deficit of $18.4bn, almost as high as the $18.5bn registered in July last year, when Japanese funds were flowing overseas at record levels. The figure was sharply up on the $10bn recorded in June 1988.

A huge jump in the purchase of foreign bonds, from $7.8bn in June to $14.3bn, was the main element in the outflow of investment funds. Investment in equities remained low at $941m – up from $412m.

● A Japanese government ministry has concluded that its citizens are bad at making friends, so it has produced a report with advice on how to avoid becoming lonely.

The main point of the study, published by a group connected to the Ministry of Labour, is to help people cope with their old age. To have friends when you retire, says the ministry, you have to start early.

It urges people in their 20s and early 30s to get together in a group and buy a cottage or a boat. People should go on holidays together, and take up hobbies. Those in their late 30s and 40s should not stint in spending time and money on leisure.

Make room in your budget, says the report. If you have a hobby, make sure you have a workroom and buy first-class tools.

The over-50s are urged to join hobby classes. Don't be afraid to knock on the door, says the ministry. Develop your hobbies. If you like calligraphy, study the work of a famous poet, or go on trips to the countryside to gather inspiration.

People of all ages are told to go to concerts and the theatre. Also, if they hope to rely on their families in their old age, they should visit relatives frequently beforehand. The over-50s are urged not to send expensive presents to relatives on rare occasions, but cheap ones more often.

Don't just send New Year cards, says the report. Write frequently and include recent news about yourself.

The ministry also has some advice for improving relations between couples. Spouses should share the upbringing of their children. Husbands should spend more time at home and do the cooking, from time to time, the report concludes.

Monsoons devastate Bangladeshi economy

PRESIDENT Ershad of Bangladesh said yesterday that the survival of his country, one of the poorest in the world, was in danger as monsoon floods devastated crops and brought the capital Dhaka to a standstill. The city lost one lifeline to the outside world when its airport was closed to international flights because runways were flooded, Reuter reports from Dhaka.

The official death toll has passed 400. The unofficial figure is twice that.

"The death toll will rise when reports from remote areas are available," one official said. Many of the deaths are from poisonous snake bites as the reptiles seek the same high perches as people during floods.

Bangladesh regularly suffers flooding disasters but this year's appears to have been especially grave in its impact on the economy.

The president said that at least 2m tonnes of crops may have been lost already. Agriculture officials said floods since June had washed away $700m worth of rice and jute crops.

An estimated 10m people – more than 10 per cent of the total population – are reported to be stranded by the flooding, many perched on rooftops or trees. Thousands of families are huddled on river embankments and roads, waiting for relief supplies.

Half of Dhaka is under water, forcing many of the 6m residents to climb on roofs or take shelter in a few high-rise buildings and makeshift camps. Tens of thousands of people have moved to the capital in search of safety and there is a shortage of food and drinking water.

The floodwaters have also entered President Ershad's residence in Dhaka's main military barracks.

Australians vote in polls referendum

The result will be ammunition for political point-scoring, Chris Sherwell writes

AUSTRALIANS who are irritated by constant demands for them to vote can look forward to fewer elections, if they agree today to changes in the country's constitution.

The elections question is one of four being put to them in a referendum, but until this week public debate over the changes had been low-key, overshadowed by more immediate issues.

Referendums on constitutional change have an unimpressive record in Australia. Since the country became a federation in 1901, 38 proposals have been put to the people and only eight have won consent – most recently in 1977, when three amendments were agreed.

To gain acceptance, a proposal must secure both a majority of votes and a majority of states. The idea is to make sure the will of the less populous states is not overwhelmed by New South Wales and Victoria.

In practice, a proposal also needs the prior support of the main political parties. With the Liberal and National party coalition urging a "No" on all four questions being decided this weekend, their chances of success are hardly encouraging.

On the face of it, this is surprising, since the proposed changes appear unobjectionable. They promise:

● Fewer elections, by providing for four-year maximum terms for both the House of Representatives and the Senate. The House has three-year terms now, while the Senate's six-year term is complicated by having half the members elected every three years.

● Fairer elections, by demanding that each constituency has an equal numbers of voters – mainly to avoid the sort of situation seen in Queensland, where a city constituent's vote can be worth only a third of a rural voter's.

● Recognition for local government. Australia's 833 local bodies, involving 8,400 elected members and 144,000 public sector employees, comprise a third tier of government unmentioned by the constitution.

● Guaranteed rights to trial by jury, to freedom of religion, and to fair compensation if a government takes someone's property.

Such are the complexities of Australia's vibrant democracy that all four questions have become the subject of intense controversy.

Public suspicion of politicians, a jealous protection of states' rights in relation to the federal administration in Canberra, and the parties' incessant manoeuvres for advantage have all played a role. The government's decision not to follow all the recommendations of a special Constitutional Commission did not help.

Surveys show that most Australians did not know they had a constitution. It is hardly surprising, therefore, that few analysts dare predict an outcome

Take the elections question, or Question 1. As in Britain, the Australian Prime Minister can dissolve parliament at will. The result of the three-year term is that, since 1945, Australians have been to the federal polls almost once every two years, not counting state elections.

Moreover, they are required by law to vote. The proposed change would not rule out early elections at the prime minister's choice, since it does not propose fixed terms. That is because a fixed term would undermine the Senate's power to block legislation.

Even so, the change would remove one excuse for an election – the need to align the two chambers' schedules – and is virtually certain to put them further apart.

The opposition's main complaint is that the change will rob the Senate of its watchdog powers to reject and amend legislation, and remove its autonomy by making its life subject to prime ministerial whim.

The government, which had admitted its frustration with the Senate, denies this. It says the Senate's powers remain unchanged and that the upper chamber will actually gain legitimacy from being elected at the same time as the lower house.

Similar arguments are at work over the other proposed amendments. Critics say Question Two, for example, cannot guarantee fair elections by its demand for numerical equivalence. What is more, such issues should be decided by the states, not Canberra.

Even the issue of freedom of religion has become controversial, with the Roman Catholic Church in particular expressing concern about the security of state funding for church schools if the change goes through. A senior constitutional lawyer has since sought to allay these fears.

An opinion poll conducted last month suggested a simple majority of voters supported each of the changes, with about one-fifth still undecided. However, surveys only two years ago showed that most Australians did not know they had a constitution.

It is hardly surprising that few analysts dare predict the outcome. All that is certain is that the result will become ammunition for the parties to score more political points off each other.

Battle begins for control of Israel's largest banks

By Andrew Whitley in Jerusalem

A BATTLE for control of Israel's largest commercial banks opened yesterday at a meeting in Jerusalem between Mr Moshe Nissim, Finance Minister, and representatives of the banks' main shareholders.

Since October 1983, when the Government rescued the banking system with a golden safety net for shareholders, the Treasury has had effective control of the banks. However, the approach of the redemption next month of $3.6bn worth of the "arrangement" shares, which were officially underpinned by the rescue, has focused minds on an issue of deep significance for the economy.

As defender of the public interest, Mr Nissim yesterday confirmed his audience's worst fears. He was reported to have said the Government intends to press for the abolition of the special founding shares through which it used to exercise control.

Retrospective legislation will have to be introduced to equalise the voting rights of banking shares. Compensation will also have to be paid to the original owners of the banks, an unlikely collection of three institutions and one family that reflects Israel's various founding streams.

These are the 19th-century Jewish Colonial Trust, which has 75 per cent of Bank Leumi le-Israel's voting shares; Hevrat Ha'Ovdim, the holding company of the Histadrut labour movement, owners of Bank Hapoalim; the World Mizrahi Association, the instrument through which religious Jewry controls the United Mizrahi Bank; and the Recanati family, largest shareholders of Israel Discount Bank.

Most Israeli bankers, though, think Mr Nissim has to be bluffing, so complex and politically fraught are the hurdles in the way of reform.

Describing the threatened legislation as a stick held in reserve if negotiations on redistributing the banks' ownership more widely get nowhere, one senior banker said confidently yesterday: "Mr Nissim has no intention to conclude an arrangement with the owners in the near future."

The four original owners are themselves divided in their tactics, having little in common apart from a desire to remain in the saddle once the lengthy share redemption has been concluded in October 1991. The Recanatis are anxious to regain control of their bank before the end of next month but the Histadrut is believed to be ready to cede part of its 50 per cent control of Hapoalim, Israel's largest bank, if the terms are right.

Libya revises economic policy

By Tony Walker in Cairo

COLONEL Muammer Gadaffi, the Libyan leader, in one of the policy swings that have become his trademark, has given his blessing to a radical form of workers' capitalism that may prove just as disruptive as the rigid restrictions applied to the Libyan economy since the late 1970s.

Col Gadaffi, speaking on the anniversary of the revolution that brought him to power in 1969, announced sweeping economic reforms, including the abolition of government trading organisations. "All export and import institutions, which import the largest part of people's needs, will be abolished," he said on national television.

Harsh restrictions on imports and on the activities of private traders have contributed to widespread and chronic shortages in Libya's economy. The agricultural sector has also been depressed because of lack of incentives for farmers, obliged until recently to sell through government-run outlets.

Col Gadaffi announced sweeping privatisation measures in small and medium-sized industries which had been government-controlled. "Libyans should manage their country's production and service establishments on the basis of equality – the system of partners, not wage-earners," he said.

"Factories should not belong to a public body, except those which Libyans as groups, as administrators, are incapable of running – for instance, a petrochemical complex, an iron and steel complex, a chemical complex."

The leader has announced various liberalisation measures in the past year, including the release of political prisoners and the proclamation of a "human rights charter".

He has also sought to neutralise the excesses of revolutionary committees formed to oversee the revolution after he launched his "direct rule by the masses" campaign in 1977.

The Libyan leader's shift in economic policy is part of an apparent effort to counter his regime's growing domestic unpopularity. An economy paralysed by bureaucratic strictures, a highly unpopular war with Chad and widespread human rights abuses by young militant members of revolutionary committees had contributed to increasing dissatisfaction.

Libya has embarked recently on a series of fence-mending steps with its north African neighbours, including Algeria and Tunisia. Relations with Egypt continue difficult.

UBS disposes of stockbroking for private clients

By Richard Waters

UNION Bank of Switzerland, owner of stockbroking firm Phillips & Drew, yesterday became the latest financial institution to dispose of its UK private client stockbroking business.

UBS has written to most of its 6,000 personal clients advising them of its move, and informing them that Capel-Cure Myers Asset Management has offered to provide an alternative service.

Eighteen directors and staff ont of the 120 employed in Phillips & Drew's private client business are traosferring to Capel-Cure Myers. Between 30 and 40 staff from the P&D private client department will be made redundant.

The two sides said no money had changed hands in the deal and that all clients would be offered the chance of transferring to Capel-Cure Myers.

UBS has already transferred the 2,000 clients of its deal-only share service to Henry Cooke Lumsden, a Manchester firm.

UBS joins ANZ hank and Shearson Lehman which have made similar disposals this year. Security Pacific, owner of stockbroker Hoare Govett, is planning a similar move.

The abandonment of personal clients by the City's oldest stockbroking names is a mark of the different strategic objectives of their new masters. UBS said yesterday that its ambition is to be a wholesale bank outside Switzerland, and that mainstream personal stockbroking does not fit into this plan.

However, a spokesman for the bank stressed thst it intends to retain a niche in private banking – the provision of portfolio advice and banking services to wealthy individuals. It has written to a number of its private clients informing them that their accounts have been transferred to the bank's London hranch. UBS and Capel-Cure Myers denied that the bank was seeking to retain its profitable private clients while passing on the rest.

Those employees not being made redundant or moving to Capel-Cure Myers have been placed in the private banking division; in the P&D charities and trust fund division, formerly a part of the private client unit whicb has been retained by UBS; and in other unrelated areas.

The City hrokers' loss of interest in private clients has led to considerable advances for other firms. Smith & Williamson, a Loudon-baaed accountancy firm, reports that its number of investment management clients has risen by 25 per cent to 1,500 in the past year. Many of these were former clients of stockbrokers.

BP London staff to transfer to Glasgow

By Maurice Samuelson

HUNDREDS of professional, managerial and technical staff in Britisb Petroleum's exploration division are to be transferred from London to Glasgow.

Between 400 and 500 employees will start moving next month to the Glasgow offices of Britoil, the Scottish-based exploration company acquired by BP in February.

The move, which will take a year, follows commitments given by BP to the Government during tongh negotiations over its controversial bid for Britoil.

In a letter to the Treasury dated February 23, BP said: "As a minimum, between 50 and 75 senior BP executives and other highly-qualified technical graduate staff will move to Scotland."

The move will double the Glasgow staff to 1,200 from 620, with 180 jobs being created in the area.

During the acquisition BP undertook to make Britoil's Glasgow office the headquarters of the management of the combined BP and Britoil UK oil and gas exploration and production operations as well as BP's Norwegian and Irish interests.

Mr John Saint, chief executive of Britoil and of BP Petrolenm Development (NW Europe), said yesterday: "The organisation which will enable these assets to be managed and developed effectively from Glasgow is now being put into place and these moves come as part of this process.

"Glasgow is to be our long-term headquarters. Our presence in the city is therefore not a temporary arrangement to be reversed in a few years' time."

Sir Robin Duthie, chairman of the Scottish Development Agency, who became Britoil's chairman in April, said the move "clearly shows BP's intention to fulfil its commitment to Glasgow and ensures that it will become a very major centre for the company."

Staff moving to Glasgow will be involved mainly in the commercial, exploration and engineering sections.

● The oil company Amoco UK is restructuring its operations to concentrate petroleum engineering and drilling staff in London. About 40 staff will be moved from Aberdeen and about 30 from Great Yarmouth. The company said the moves were not a retrenchment and that it remained committed to the North Sea.

Barlow Clowes investors seek cash

By Richard Waters

LIQUIDATORS of Barlow Clowes Gilt Managers, the UK arm of the collapsed investment management firm, yesterday began the legal process which is expected to lead to the repayment of a large proportion of investors' mouey before Christmas.

At a 10-minute hearing yesterday afternoou tha High Court gave permission for 10 BCGM investors to stand as representatives of all 6,100 when application is made to the court next month for repayment to be made.

"The case will come up early in October, though it may take a little longer than that to get agreement," said Mr Colin Joseph of solicitors D.J. Freeman, who represented the liquidators at the hearing.

The court will be asked to agree a plan for distributing the £52.4m which has been recovered by the liquidators, less any amounts over which there are outstanding claims.

The only claim which has been confirmed so far is from Barlow Clowes International, the gronp's offshore arm. It has been alleged that £10m of the UK investors' money was diverted to BCI over a number of years, and that £16m was returned early this year, leaving BCI with a net claim of £6m.

The 10 representatives recognised by the court yesterday each stand for e different class of investor. The distinction between these classes turns on which Barlow Clowes portfolio, or prodnct, they invested in and which of several bank accounts their funds were held in.

Not all 10 classes of investor will have to meet the £6m claim, since the payments abroad were not made from all accounts. For instance money held on behalf of two classes of investor by Lloyds Bank, amounting to £6m, is known to be secure.

Of the other eight classes, two are extremely small, and include fewer than 20 investors. It is not known whether they will bear the brunt of the loss.

Mr Malcolm London, of joint liquidators Cork Gully, said yesterday: "The degree of risk does differ from gronp to group. But one can not go so far as to say that there are any other groups (apart from the two at Lloyds) which are not at risk."

Investment adviser freed from custody

By Richard Tomkins, Midlands Correspondent

A BIRMINGHAM investment adviser accused of stealing money from his clients was yesterday freed on bail following a successful appeal against an earlier decision by Birmingham magistrates' court to remand him in custody.

Mr John Charles Miles, 51, proprietor of Jonathon Charles Investment Management Services, of Hagley Road, Edgbaston, Birmingham, faces three charges of stealing a total of £92,000 from his clients.

His application for bail was refused by magistrates last week but he successfully appealed to Birmingham Crown Court on Thursday and was yesterday remanded on bail until September 16.

The surety has been set at £40,000 and Mr Miles, said to be of no fixed address, will be required to live at the house of a friend. His passport has been surrendered and he will have to report to police twice a week.

Meanwhile Peat Marwick McLintock, the accountancy firm appointed by the Securities and Investments Board to investigate Mr Miles's business, is still trying to trace about £820,000 invested in the company by clients.

Peat Marwick has so far traced about 300 clients, most of them elderly people who invested life savings of several thousands pounds each in Jonathon Charles.

Any clients who lose money invested in Jonathon Charles will have no claim on the compensation fund set up last month under the Financial Services Act because the company had been given only interim authorisation under the act.

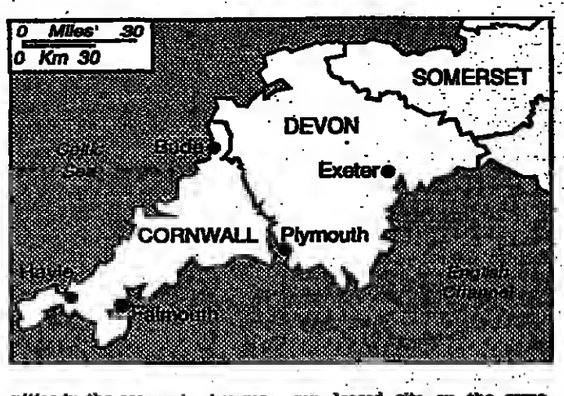
Black Section policy document published

THE Labour Party's unofficial Black Section movement, which has been campaigning for a separate section within the party to represent the interests of black Labour voters, yesterday launched "The Black Agenda," its main policy document designed to feed into the Labour Party'a current policy review.

The document includes sections on education, inner cities, immigration and employment.

Dreams and schemes grow in south-west

Hazel Duffy looks at three entrepreneurs laying the foundations of a region's future



WHILE holidaymakers brave the surf on the beaches of Bude in north Cornwall, half a mile away Mr John Urquhart wrestles with problems of exchange rates and gas supplies to his new chemicals plant.

Mr Urquhart was attracted to the rural south-west of England by the "quality of life." Helped by regional development grants, he moved his company John Ross (Chemicals) to Bude in the mid-1970s.

Mr Peter de Savary also loves Cornwall. He dreams and schemes to put Falmouth on the international yachting circuit. He wants to change Cornwall for the better, as he sees it, by making it more accessibla, and providing quality hotel accommodation, housing and leisure facilities. But he knows that he also has to preserve the uniqueness of the county.

Inevitably, there are tensions between those who want to keep things as they are and those who want to develop and campaign for better roads, more housing, and industry.

The two need not always be in conflict, however. The farming Qnicke family have increased and upgraded prodnction from their sonth Devon land which the holidaymakers view with satisfaction from the windows of their cars.

Devon and Cornwall, with a population of nearly 1.5m, are frequently lumped together as a sub-region with similar characteristics. But in many respects they are different. Cornwall relied heavily on traditional industries for its jobs, while Devon is more diverse. The links are in tourism, agriculture and the industrial city, of Plymouth.

Mr Urquhart, Mr de Savary and the Quicke family have each identified growth opportunities in the economic changes created by Thatcherism. They have in common an entrepreneurial attitude which many believa could represent the future for the two counties.

Mr Urquhart's company produces fine chemicals, hased mostly on iodine bought from Japan. About 85 per cent of production is exported.

With sharply rising turnover for the past three years, it is typical of the sort of company on which the Government is pinning its hopes for industrial growth. It is also a type of company which is in desperately short supply in Cornwall, a county which shows few signs of developing a stronger economic base since the recession.

It continues to cling to tourism, hoping to arrest the decline of about 25 per cent in the number of visitors over the past few years.

Some of Mrs Thatcher's promises to make things easier for small businesses have yet to filter down to north Cornwall. It has taken Mr Urquhart two years to sort out all the problems posed by moving from the current plant to a bigger, leased site on the same estate.

Various restrictions in the lease had to be froned out legally. Gas supplies to the new plant, where building work starts next month, have been secured at last but only at the expense of the existing plant. Meanwhile, the 15-strong workforce works seven days a week, 14 hours a day, to meet demand nsing the current plant. Loyalty among employees is strong, however, and people wanting to move to the area often write asking for jobs.

Mr Peter de Savary pursues a more aggressive route to realising what he believes is the untapped potential of Cornwall. In the past few months, he has swept local councils off their feet with the rapidity of multi-million pound deals concluded by his group of companies.

Some locals see him as a much-needed provider of jobs, although they are worried that the attention he has drawn to parts of the county is pushing up house prices to levels that they cannot afford. Council officials, impressed hy his plans and encouraged by the leisure development which has turned Land's End from one of the nation's eyesores to something more appropriate to its natural ettractions, wait in awe and trepidation for the next move. So far Mr de Savary has secured planning consent without much difficulty.

Mr de Savary has also aroused fears that he will wreck the special quality of those areas which have attracted wealthy businessmen to live there. Their work, however, is more likely to be in London than in Cornwall. Some of these tensions surfaced among the shareholders in the elegant but faded Falmouth Hotel. They succeeded recently in rejecting Mr de Savary's takeover approach.

Mr Martin Lock, retained by Mr de Savary to advise on property in Cornwall, is more inclined to listen to less advantaged locals. The need for districts to designate more land for housing has become a political issue. Mr Lock plans to help by recommending that a small part of the massive site planned for a leisure complex in Hayle – to which he is negotiating to add another 150 acres – be made over to starter homes. At the other end of the scale, over in Falmouth marina, now under construction, residential units will sell from £100,000 to £500,000. Mr de Savary is not likely to sit back until ha has a luxury hotel which matches the spending power of the new marina residents.

Negotiations are well under way for more land purchases in the county which could total another £50m. Not all of this land will be held by the de Savary group – sales will he needed. Bnt the important thing, said Mr Lock, is that "we are taking advantage of the few finest remaining sites in Cornwall" – and sites which, like Hayle, were sometimes even not up for sale.

In contrast to the newly-arrived Mr de Savary, the Quicke family have been farming the same land to the north west of Exeter, in Devon, for over 400 years. J G Quicke & Partners, farming 1,760 acres, is now, however, a business which has responded to the changes in the Common Agricultural Policy by adding value to traditional farm products.

In its own way, the business is as much a development of the Thatcher economy as the distinctly different entrepreneurial qnalities of Mr Urquhart and Mr de Savary.

"I do not farm for the way of life but because it is e business," said Ms Mary Quicke, Sir John Quicke's daughter. The business is about to launch a new cheese, single Gloucester.

The family pulled out of its sales agreement with the Milk Marketing Board in 1980 in order to get closer to its customers. Money was borrowed to finance the building of a store, and deals have been struck since with 20 wholesalers, and supermarket groups. Quality ice cream, using milk and cream from the farms, and egg yolks supplied from surrounding farmers, has been added to the range. The acreage devoted to arable crops has been expanded, and outdoor sows provide pork described as "tasty" for supermarkets.

For the average-sized Devon farmer, diversification into labour intensive food production on the Quicke scale is not always feasible. But the opportunities are there in this idyllic part of Britain, and some, at least, are exploiting them.

Airfield expects private planes this year

By Michael Donne, Aerospace Correspondent

THE FIRST private business aircraft are expected to be using the Ministry of Defence airfield at the Royal Aerospace Establishment at Farnborough, Hampshire, before the end of the year.

Plans for the development of a new general aviation facility and business park on a 50-acre site on part of the RAE's land are being pushed ahead rapidly. Legal agreements with the local planning authorities are expected to be signed this autumn. Ontline planning approvals have been given.

The overall development of the site is expected eventually to cost up to £125m and is being undertaken by Carroll Group, the property developer, through a new wholly-owned subsidiary, the Farnborough Aerospace Development Corporation (FADC). The cash will be provided from Carroll Group's own resources.

The first phase of the aviation development, spread over five years, will account for about £30m and include a new 40,000 sq ft air terminal building to replace the temporary terminal now being built, new hangars and operational support workshops.

The aviation activities will be run by a subsidiary of the FADC, Carroll Aircraft Corporation.

Another FADC subsidiary, Strategic Research Development Corporation, will be responsible for the business park. This development will be spread over seven years and involve about £96m.

The first phase of the business park, starting early next year, will cover an investment of £20m, providing detached individually-designed headquarter facilities for companies locating there.

The buildings will be designed to meet the widest occupier requirements, including research and development, manufacturing, and training and headquarters offices, with particular emphasis on companies likely to benefit from being close to the Royal Aerospace Establishment and its associated National Gas Turbine Establishment.

Sir Ivor Broom, chairman of FADC, said yesterday that the aim was to start making the business aviation side of the venture available as soon as possible, "to show that we are serious, and that we mean business."

The use of Farnborough, with its 7,800-foot runway, will provide business jet and other corporate aircraft users with some of the best aviation facilities in the country, close to London via tha M3 motorway.

Sir Ivor said that many companies already shown strong interest in the venture. Eventually, up to 25,000 business aircraft movements a year would be allowed at Farnborough, although he did not expect that level to be reached for a long time.

Lawson economic policy a 'spectacular failure'

By Michael Cassell, Political Correspondent

THE Government's economic strategy came under renewed attack yesterday from Mr Bryan Gould, Labour's trade and industry spokesman, who claimed that the British economy is now less competitive than it was in 1979.

Mr Gould, who was speaking in his Dagenham constituency, said Mr Nigel Lawson, the Chancellor of the Exchequer, had been rightly criticised for his "spectacular failure" to control the expansion of personal credit, which had contributed to the rapidly worsening balance of payments deficit.

But, he said, the Chancellor was even more culpable for presiding over Britain's loss of international competitiveness.

Mr Gould claimed that, in spite of government claims to the contrary, industry had become increasingly less competitive, particularly since the pre-election fall in exchange rates recorded in late 1986.

He said Britain had lost nearly 20 per cent in price competitiveness against the West Germans since the end of 1986, a factor due almost entirely to the rise in the exchange value of sterling against the DM.

Mr Gould added: "The position today is comparable to that in 1980-81, when a similar loss of competitiveness wiped out nearly one-fifth of British industry.

"It might be expected that an intelligent Chancellor would have learned from that disastrous experience, when high interest rates drove the pound to hopelessly uncompetitive levels and destroyed so much of industry."

House starts continue to show substantial growth

By Ralph Atkins, Economics Staff

HOUSE-BUILDING activity continued to grow strongly in July with few signs of a slowdown, according to Department of Environment figures released yesterday.

Provisional estimates show building work started on 22,300 dwellings – compared with 20,600 in July last year. Completions totalled 19,500 against 17,500 a year before.

The July figure for starts was lower than the June figure, but the department said monthly figures tend to move erratically.

In the three months May to July, total starts were 1 per cent higher than in the previous three months, after seasonal adjustment. Compared with the same period a year before, starts were 14 per cent higher.

The three-month figures suggest the rate of growth may have slipped slightly from exceptional levels at the start of the year. However, growth remained strong – highlighting the buoyancy of the construction sector.

The figures cover a period in which the Government engineered a steep rise in interest rates.

However, there is likely to be a long lag before higher interest rates start to affect building programmes. The latest figures reflect strong demand for housing in the past year.

They show that growth in housebuilding activity continues to be concentrated in the private sector. Looking at just this sector, the figures show starts in the three months to July were 2 per cent higher than the previons three months.

Obituary

Stanley Guyer

MR STANLEY Guyer, who provided investment advice to readers of the Financial Times for more than 20 years, has died at the age of 79. A City man of the old school, he had a deep knowledge and understanding of the Stock Exchange, and a real willingness to share it with people who worked with him.

Joining the paper in 1950, he spent much of his time editing the old FT Investment Review, a subscription letter which provided readers with views on the market and share tips. He also answered readers' queries about investment matters. He had an important role in the development of the savings section of Saturday's FT, where his comments about the outlook for individual share prices were a popular feature.

He was a man of tremendous integrity. It is curious to reflect that many of the services which this most courteous and kindly of men performed for the newspaper would today have been circumscribed by a mountain of official rule books. In his case, they would have been wholly irrelevant.

Move to revive C&W link to NYNEX

By Terry Dodsworth, Industrial Editor

AN ATTEMPT will ne made later this month to revive a controversial plan for a link-up between Cable & Wireless, the UK telecommunications group, and NYNEX, the New York-based telephone operating company.

The move follows the abandonment two months ago of an agreement between the two companies that would have given the New York group a stake in a new $350m (£210m) transatlantic fibre optic cable being built by C&W. This deal was called off because the US Justice Department refused to give NYNEX a waiver on anti-trust regulations which prevent it from participating in certain types of business.

Since then, C&W has been talking to other potential partners in the US, a crucial link in the fibre-optic cable network which the company is trying to construct between Europe and the US.

The UK group says that it is still talking to these possible partners. However, in the meantime, NYNEX has appealed to federal Judge Harold Green, who supervises a critical part of the US telephone system, in the hope that he will grant the required waiver to allow the C&W deal to go ahead.

Mr Bud Staley, NYNEX chairman, says that he is hopeful of a favourable decision by Judge Green. The last hearings on the issue will be next month, he says, and the company believes that it will receive a decision "fairly early after that."

Mr Staley says that he is anxious to become C&W's partner because a role in the transatlantic cable will greatly strengthen NYNEX's position and image as an international company.

CEGB in £400m plan to curb acid rain

By Maurice Samuelson

THE Government yesterday authorised the electricity industry to spend £400m on curbing acid rain pollution from western Europe's largest coal-burning power station.

The project at Drax, North Yorkshire, will help the UK to meet its international commitment to cut sulphur dioxide (SO2) emissions from existing large combustion plant by 40 per cent by 1998, and by 60 per cent by 2003, against 1980 levels. The clean-up process uses limestone to remove the SO2 from flue gases and converts the residue into gypsum.

The Central Electricity Generating Board will start site work this month and hopes to allocate equipment contracts later this year.

When electricity is privatised, the 4,000 MW Drax station will be transferred to the larger of the two generating companies to be carved from the CEGB. Ministers and CEGB officials emphasise that the private power companies will remain bound by the anti-pollution programme.

BA chief of finance to retire

By Our Aerospace Correspondent

MR GORDON Dunlop, chief financial officer of British Airways, is retiring from that post on December 31, but will stay on the airline's board as a non-executive director until March 31.

Mr Dunlop, 60, was brought into the airline by Lord King, chairman, in mid-1982, to help rescue it from near bankruptcy.

The two men and Sir Colin Marshall, also brought in by Lord King as chief executive in early 1983, have turned the airline into one of the most profitable in the world, with group pre-tax profits of £228m in the year to March 31.

Mr Dunlop, a chartered accountant, was with de Havilland, the aircraft manufacturer, and later with Hawker Siddeley Group, from 1956 to 1964, when he moved to Commercial Union Assurance, where he was chief executive from 1972 to 1977. He was finance director of Inchcape Berhad in Singapore from 1979 to 1982.

Lord King yesterday paid tribute to Mr Dunlop's role "in supporting ma in turning around a loss-making and ailing business to a profitable, well financially-managed company.

"He went on to lead the financial negotiations through the often frustrating and long, drawn-out period leading to our successful flotation, and, most recently, dealt with the financial implications of the acquisition of British Caledonian".

British Airways has started looking for a new chief financial officer and an appointment is expected soon. Mr Dunlop's decision to stay on until the ned of March is aimed at smoothing the path of his successor.

● BA is leasing four Boeing 737-300 twin-jet airliners to supplement its fleet over the next two years, as it phases out its older 111 jets.

The aircraft are coming from the Danish airline, Maersk, and will boost BA's fleet of these aircraft to 50. The first two aircraft arrive later this month and the other two in October.

Tax crackdown on gangmasters

By Richard Waters

THE Inland Revenue has set up a unit to crack down on tax evasion by agents who employ people for seasonal agricultural work in East Anglia.

There are thought to be only 500 agricultural agents, known as gangmasters, but the Revenna says several million pounds of tax is at stake.

The Revenue said many gangmasters fail to deduct tax and national insurance contributions before paying workers. Others make the deductions but do not pass them on.

The agricultural compliance unit has been established in Sheffield, where many of the workers are recruited.

UK NEWS

Chase to cease money clearing deals in London

By David Lascelles, Banking Editor

CHASE MANHATTAN, one of the two US banks which clear transactions in the London-based international money markets, is to shut down its operations in this field next month.

It will transfer its business to First Chicago, the other bank which has specialised in clearing deals made between banks and large corporations in instruments such as certificates of deposit (CDs).

Chase said that it could no longer operate the service without raising charges to unacceptable levels.

It will continue to clear deals in UK equities and gilt-edged stocks.

There will be no redundancies as a result of the closure. Staff will be transferred to other parts of the bank.

Mr David Bilbe, service products manager, said: "With this year's relatively flat trading in CDs and the withdrawal of certain major investment clients from the business, we felt the market couldn't support two major clearers."

Chase is writing to its customers to tell them about the changed arrangements.

It will receive a fee from First Chicago for its co-operation in transferring the business.

The combination of the two operations puts First Chicago in a strong position to dominate the London inter-bank clearing business, although the major part of its activity remains in non-sterling currencies.

Last month an initiative by the UK banks to set up their own automated clearing system, LondonClear, collapsed when they failed to agree on funding.

This has opened the field to new initiatives.

Mr Trevor Thompson, the manager of First Chicago's clearing centre, said yesterday that he saw the failure of the LondonClear project as presenting "a major business opportunity" for his bank to service the short-term sterling market.

First Chicago has 350 customers for its clearing services. The merger with Chase's operations is likely to add about 150.

Cable group appeals for influence in new TV body

By Raymond Snoddy

THE CABLE television industry yesterday appealed to the Government to protect its interests in plans to set up an authority to regulate all UK commercial television.

Mr Nicolas Mellersh, director of the Cable Television Association, yesterday told Mr Timothy Renton, Home Office minister responsible for broadcasting, of fears that cable would be submerged by ITV in a new commercial television authority.

Earlier this year, the Commons Home Affairs Committee advocated the setting up of such an authority to replace the Independent Broadcasting Authority and most of the functions of the Cable Authority, the body which regulates the cable television industry. The body would be responsible for all commercial television, irrespective of how it was distributed.

On July 28 a Cabinet committee chaired by Mrs Thatcher, the Prime Minister, endorsed the proposal and decided to include it in a white paper on broadcasting scheduled for publication in November.

Mr Mellersh said yesterday: "We would prefer a separate cable and satellite authority, but if there is to be one body then the present light regulation of cable should be extended to ITV and cable promoted as a telecommunications medium in the national interest."

Mr Mellersh wants to see at least two members of any new authority given the task of promoting cable television and asked that its deputy director-general should be exclusively concerned with regulating cable.

Offshore wind turbine to be sited off Norfolk coast

By David Green

A SITE for the world's first offshore wind turbine has been chosen three miles off the coast near Wells-next-the-Sea in Norfolk.

Test drilling into the seabed is expected to start in the spring as part of the detailed survey work for the turbine. Electricity generation is due to start in the early 1990s.

The project, costing £2m, is being financed by the Central Electricity Generating Board, the Eastern Electricity Board, the Department of Energy and the EC.

The 750kW turbine is to be made by Howdsn Group of Glasgow and design work has started.

A CEGB representative said other contracts, incinding building the offshore installation are being negotiated.

The test drilling will enable engineers to finalise the design of the underwater structure. A study is also under way into the best way of bringing power cables from the turbine to the shore.

Fixed home loan offer

By David Lascelles

ABBEY NATIONAL building society is to offer fixed-rate mortgages to homebuyers worried by the recent rise in home loan rates.

The rate will be fixed at 11.3 per cent (an annual percentage rate of 12 per cent) for three ysars, after which it will switch to the prevailing rate.

The loans, for a minimum of £40,000, will protect borrowers who fear rates will rise further, or who want to remove uncertainty about their monthly repayments.

Abbey believes it is the only major building society to offer a fixed rate mortgage, though some bank lenders offer them.

EMPLOYMENT

Engineers sign deal tying pay to inflation

By Our Labour Editor

LEADERS of the AEU engineering union have signed a radical single-union, strike-free agreement which completely discards annual pay negotiations in favour of inflation-linked increases.

The AEU's deal with Nacanco, a subsidiary of the American National Can company, covers a £40m canning feeder plant at Wakefield, West Yorkshire, for Coca-Cola's £60m bottling plant next door, with which the AEU already has a single-union deal.

Nacanco's deal with the AEU may get drawn into the row between the union and the TGWU transport workers over the Coca-Cola agreement.

The 200 employees at the feeder plant will receive increases in line with retail price inflation, plus one per cent. Only if inflation is in double figures would there be any pay talks.

The agreement also provides for disputes to be resolved by compulsory arbitration.

This may be one of the last instances of a TUC union agreeing to compulsory arbitration before it is effectively outlawed from next month by next week's TUC Congress in Bournemouth.

Arbitration at Nacanco would be handled by a three-man team – one management, one union and one independent. Both the company and the AEU acknowledge that it is in effect a strike-free deal.

Mr Martin Clegg, Nacanco's managing director, said the deal was a "unique agreement" in British industrial relations. He said perpetual renegotiation of pay agreements wasted a considerable amount of both management and union time.

Mr Bill Jordan, AEU president, said the deal was a "revolutionary agreement," which would provide a pattern for single-union deals to follow.

Mr Jordan also insisted the AEU would not give up its Coca-Cola deal, regardless of the TGWU's complaint to the TUC about it.

TGWU leaders opposing the deal are likely to interpret this as a direct, pre-emptive challenge to the TUC's Bridlington inter-union disputes awards.

AEU compromise 'could avert EETPU expulsion'

By Philip Bassett, Labour Editor

COMPROMISE proposals aimed at preventing the EETPU electricians' union from being expelled from the TUC next week have been drawn up by leaders of the electricians' principal ally, the AEU engineering union.

The move, led by Mr Bill Jordan, AEU president, is the first real indication that expulsion of the EETPU for refusing to accept two TUC disputes committee awards might still be averted, in favour of an extension of the electricians' current suspension.

Mr Jordan has already mentioned the proposals to Mr Eric Hammond, the EETPU general secretary, but will put them to him again, probably at a meeting tomorrow in advance of a meeting later in the day of the EETPU's executive council.

In addition, Mr Jordan has already discussed the plan privately with Mr Norman Willis, TUC general secretary, and Mr Ron Todd, general secretary of the TGWU transport union – the EETPU's main opponent.

While EETPU leaders indicated last night that they did not think Mr Jordan's proposals would be enough to avert expulsion, they would consider them carefully. A EETPU leader said: "Anything is a hope – no matter how slender it is."

Mr Jordan is suggesting that the EETPU should accept the two disputes committee awards and then meet ths TGWU, the complaining union, to resolve the problems informally.

If necessary the EETPU would give formal notice of withdrawal from the two agreements concerned, witb Orioo Electric and Christian Salvesen, while a deal is reached.

It emerged yesterday that Mr Hammond and Mr Todd have already had a private meeting since the EETPU's suspension from the TUC, at which the two cases were discussed.

Both men agreed to try to avoid a membership recruiting war between their unions if the EETPU is expelled.

Mr Jordan said yesterday in Bournemouth that Mr Hammond should tell tha TUC Congress oo Monday "that he is accepting the awards in principle, but claims the tims to resolve the problems that he says are present."

During that period, the two unions would have to sgree bow many, if any, bona fide members each had at the two companies – but tbat the EETPU should not be required to give np any employees wbo previously were in no union.

Explaining be was trying to stave off an inter-union recruitment war "of a ferocity without parallel," Mr Jordan said what had been absent so far was "the TUC fudge factor."

Compromise had kept the TUC goiog, and maintained unity, but it had been lacking in this case.

Full-time jobs for women rise sharply

By John Gapper, Labour Staff

FULL-TIME jobs for women and for self-employed people made the largest contribution to a strong growth in employment in the year up to March. This contrasts witb 1986/7, when much of a smaller growth was made up by part-time women workers.

The figures, contained in the Training Commission's annual report, show that women workers accounted for 270,000 of the 611,000 growth in the workforce. About 141,000 of them were in full-time employment.

This suggests employers may be starting to respond to the changing nature of the workforce by switching recruitment patterns. Women returning to work after baving children will account for most of the growth in the workforce up to 1995.

This year's figures show much stronger growth in full-time employmeot. Part-time employment increased by 317,000 aod full-time by 394,000. In 1986/7, there was a total growtb of 257,000, of which 110,000 were women part-timers.

However, self-employment also increased sharply. There was a rise of 152,000 – the biggest single category – in the number of self-employed workers. The number on work-related Governmeot training schemes rose by 69,000.

Mals full-time employment rose by 57,000 and male part-time employmeot by 48,000. in Her Majesty's Forces there was a fall of 3,000.

Service sector employmeot accounted for most employment growtb. There were 414,000 more workers in employment in March. Manufacturing employment continued to fall.

● Mr Eric Heffer, MP for Liverpool Waltoo, and a contender for the Labour deputy lesdership, last night called for Labour to compensate trade unionists wbo have been fined, dismissed or "wrongly imprisoned" under new laws.

Seamen set a course for TUC support

Jimmy Burns reports on the efforts of the NUS to further its dispute with P&O

THE P&O European Ferries dispnte is alive and well and will go from strength to strength. Such are the expectations of tbe National Union of Seamen as it prepares to pnt its case with passion and conviction to the TUC Congress in Bournemouth on Monday.

Defending the NUS's "principled stand for jobs, trade union recognition, and maritime safety," Mr Sam McCluskie, NUS general secretary, will call for support from TUC affiliates in the form of "maximum lawful pressure" on the P&O Group of companies; stepping up a boycott campaign against P&O European Ferries; and financial and material support.

Of the more than 7,000 NUS members who staged a national stoppage last February over the imposition of new working practices and job cuts in the ferry sector, only 700 former P&O employees continue to take a principled stand in their own dispute over manning and safety.

The 700 were among those sacked by P&O for refusing to sign new contracts abolishing overtime and other bonus payments, banning the consumption of alcohol at work, and changing the pattern of working shifts to maximise efficiency. Of the original P&O workforce of 2,300, more than 600 subsequently had a change of beart and signed the new contracts, while the rest have looked for, and in most cases found, alternative jobs.

In Dover there is certainly no doubting the determination of the NUS's effective last line of defence. Tbe most determined among the determined – abont 150 – still gather every day from 7am at the foot of the white cliffs and near the entrance to the docks.

Among the current regular pickets are Mr Terry Maher, a 21-year-old cook, his 16-year-old companion Tracy, and their haby Sean, aged 2½ weeks, who lies in a cot surrounded by blue and brown teddy bears.

Mr Maher and his family are receiving supplementary and child benefit, and are trying to keep up mortgage repayments. With the extra support coming in from tbe TUC, they are barely managing on about £30 for basic expenses per week. If he were working for P&O European Ferries, Mr Maher could be earning more than £12,000 a year.

Another regular picket is able seaman Mr Gary Haney. Mr Haney and his brother Geoff came down from Manchester in 1985 to live in Dover and work on the cross-channel ferries.

Geoff died in the Herald of Free Enterprise ferry disaster. Mr Haney says that it is the memory of his brother that sustains him on the strike.

He says: "I know a lot of people are ignoring us and that others think we are simply striking for the sake of it. But I lost a brother. . . Safety, that's why I'm on strike."

And yet there is perhaps as much frustration as tbere is defiance. Since the NUS fought and lost its final High Court battle against P&O, the pickets have been neutered. The most militant demonstrators – those who shout "scabs" and "Judas" – now have to stand to one side of tbe main entrance to the docks rather than in froot of it.

They are prohibited, following tbe High Court actioo, from using megaphones and told by tbe police that any more vociferous protest or physical intimidation could lead to their arrest. The official picket line at the entrance to the docks on Wednesday was manned by just two NUS members – both of them officials.

Pointing to tbe demonstrators, one of the officials, Mr Colin Bennett, NUS Dover branch secretary, said quietly: "As long as they're out, I'll keep going." In the same breath, however, he hinted that even tbe demonstration would end if P&O gave compensation.

Mr Rupert Murdoch paid compensation to his sacked workforce during and at the end of the News international Wapping dispute. But Mr Graeme Dunlop, P&O European Ferries' managing director is adamant that he never will.

The determioation of the P&O management is fuelled by their perceptioo of the dispute as effectively over. The company is running regular services to French and Belgian ports.

In tbe meantime the "scabs" no longer have to resort to secret pick-up points, company buses and police escorts to get to work. Last Wednesday P&O crews drove, cycled, and walked through the dock gates.

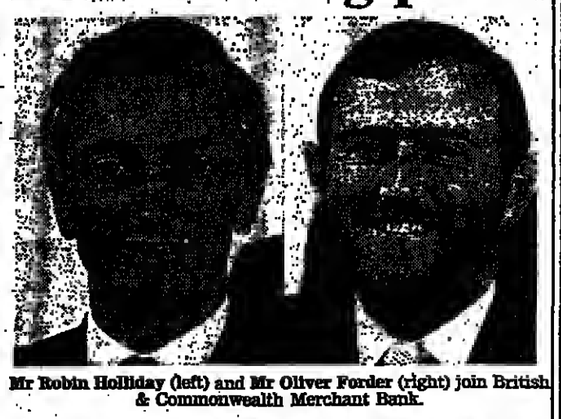
The costs for P&O of the early stages of tbe seven-month-old dispute, which left the bulk of the fleet strike-bound for several weeks, could be reflected in the company's half year financial report, to be published on September 14.

Nevertbeless, P&O freigbt and passenger bookings have recovered over tbe summer period and the company has been reaping the rewards of a 30 per cent overall increase in the ferry sector over the same season last year.

Wbatever the short-term costs, P&O appears to be recovering its competitive edge over its rivals.

APPOINTMENTS

B&C banking posts



Mr Robin Holliday (left) and Mr Oliver Forder (right) join British & Commonwealth Merchant Bank.

BRITISH & COMMONWEALTH MERCHANT BANK has appointed Mr Robin Holliday as a director in the banking division. Mr Oliver Forder becomes a director of BCMB Leasing, and assistant director of the bank. Mr Holliday joins from County NatWest where he was a director responsible for advising on and arranging debt financing for UK corporates and reconstructions. Mr Forder joins from The British Linen Bank, where he was a director of Capital Leasing and its subsidiaries.

■ FLOYD ENERGY has appointed Mr Ken Rutherford as managing director of Floyd Oil. He was previously with Tenneco.

■ COMMERCIAL UNION ASSURANCE CO has appointed Mr Moin Fudda, general manager for Pakistan, as the company's principal executive for Pakistan. He succeeds Mr Irshad Uddin who has retired but who remains chairman of the company's Pakistan advisory board.

■ Mr Jim Corden has been appointed managing director of Central Trailer Rental, part of the trailer rental division of TIPHOOK.

■ Mr Massimo Prelz Oltramonti has joined venture capital management firm ALTA BERKELEY ASSOCIATES, London, as a partner. He was managing director of Radiocor, a financial information services subsidiary of Olivetti.

■ Mr Alan Shearer has been appointed a director of ENGLISH CHINA CLAYS. He will succeed Mr Tom Stobart as managing director of the group's quarries division from October 1.

■ Mr Paul Shuman has been elected to the board of THE LONDON METAL EXCHANGE. He is an individual member of the Exchange, and a director of Tower Commodities.

■ ARTHUR LEE AND SONS has appointed Mr George M. Kennedy as a non-executive director. He is a director of Smiths Industries, and chairman of its medical systems group.

■ Air Vice Marshal M.K. Adams has been appointed director, UK, for the aerospace group THOMSON-CSF, France.

Mr Bob Wardle (above) has been appointed managing director of the RAWLPLUG COMPANY. He was managing director of Berger Elastomsrs which, like Rawlplug, is part of Williams Holdings. He will also be responsible for Mason Master drills and tools, as well as George Clark (Sheffield) stainless steel building products.

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4 P4BY
Telegrams: Finantimo, London PS4. Telex: 8954871
Telephone: 01-248 8000

Saturday September 3 1988

Justifying Irish policy

THE BRITISH summer, such as it was, has been dominated by the news from and about Northern Ireland, and it cannot be said that either the British or the Irish Government have come oot very well. Indeed if anyone has gained momentum, it has been the Provisional IRA with its renewed capacity to mount surprise attacks on a widening range of targets. Only in the last few days have the British authorities seemed to strike back with the killing of three armed IRA members

Yet here political questions begin again and they will continue next week when the coroner's inquest opens in Gibraltar into the shooting of IRA suspects on the Rock earlier this year. What precisely is British policy towards Northern Ireland? Not only do the political aims remain obscure; there are also some doubts about security policy. In particular, what are the present rules of engagement?

That conditions in Northern Ireland are different from those in the rest of the United Kingdom there can be little dispute. The fact that the IRA shoots and bombs to kill has never been denied by anyone. It is therefore a reasonable assumption that the IRA cannot be dealt with only by an unarmed police force and the due processes of law. Some special measures must be acceptable.

Attitudes to internment

An illustration of the way the climate of opinion has changed on the subject comes in attitudes towards internment, which has been much discussed in the last few weeks. Very few people now argue that internment would be wrong in principle. On the contrary, if the detention without trial of a few hundred IRA members could stop the killings and restore order, there would be a great deal to be said for it. The argument against it is on entirely practical grounds: there can be no realistic guarantee that it would do any such thing.

It remains a big leap, however, to move from the acceptance of the necessity of special measures to giving a blank cheque to special measures of any kind, especially if they are unexplained. For instance, not even the most gung-ho brigade has yet suggested that the IRA Godfathers – the people who do the planning, but will not be involved in active combat – should be shot on sight.

Clearly there are grey areas in which the security forces must be allowed a licence that would not be available in normal circumstances, but also boundaries which they should not cross. For if the security forces come to be perceived as terrorists fighting terrorists, the British Government's case that it is simply trying to restore law and order begins to fall. Certainly that is how it would be seen among that section of the community in both parts of Ireland that has still not quite made up its mind about the IRA. It would not look too good abroad and it would be challenged at home.

The Government has been notably reluctant to explain what the rules of conduct are. As a consequence, it is in danger of not coming very well out of the propaganda war that so much of the Irish conflict is about. "Shoot to kill" is a most unfortunate phrase to be saddled with, for it can easily be made to sound indiscriminate. In fact, it seems to be a limited policy. Yet it would be helpful to the British cause if the Government could spell out more exactly what it is. A clear statement could strengthen bipartisan support across the political spectrum.

Unfortunate impression

Possibly, but not solely, because parliament has not been sitting, there is also an impression that Northern Ireland policy is being conducted almost entirely by the Prime Minister herself and the Northern Ireland Secretary, Mr Tom King. That again is unfortunate. It suggests that no wider review of the options is taking place and although Mrs Thatcher has always had a tendency to behave like that, she could come to regret it if she gets the security decisions wrong.

There is a conspicuous absence, too, of a wider dialogue. Without the mainly Catholic SDLP in Northern Ireland, a party which is against violence, the situation would be even worse than it is. Yet not much is heard about the British Government talking to Mr John Hume, leader of the SDLP – while some in that party tend too quickly to assume the worst about British actions. Nothing at all is heard about direct talks with the Irish Prime Minister, Mr Charles Haughey, who may himself have something to answer for. The estrangement between the British and Irish leaders indeed amounts to a kind of parody of the inter-communal problems that they say they are trying to resolve.

It looks, in short, as if Mrs Thatcher is trying to tough it out. The phrase comes from ex-President Nixon and refusal to explain what he was doing did him no good at all. The Prime Minister needs now to take people with her.

Michael Thompson-Noel warns of a difficult Olympics for British athletes

At Seoul, no fiery chariots

Over the naxt few days, Britain's Olympic athletics team, almost 100-strong, will be gathering in Japan for some light rest and recreation and a spot of final training before proceeding *en masse* to the Olympic city of Seoul in South Korea, where they will blend in as part of one of the most spectacular concentrations of sporting talent the world has seen.

The Seoul Olympic Games, which start on September 17 could still end in tears, or in terrorist outrage, though the odds against that are lengthening by the hour. In the current improved atmosphere between East and West, the superpowers want armfuls of Olympic medals, not tantrums and walk-outs.

As a result, the Seoul Olympics promise to be, in the eyes of their devotees at least, a pagan spectacle outdoing in ritual and sporting splendour anything that has happened since the Emperor Nero was festooned with sacred olive wreaths in the stadium at Olympia.

As they make their way to Seoul, Britain's athletics squad will be pampered by dieticians, cosseted by medics, coddled by coaches and fawned over by the media. This is not inappropriate, because Britain has more than played its part in boosting athletics from the status of a relatively small-time sport into one of great prominence. Athletics stars are now fêted – and rewarded – on a scale formerly achievable only by the top money-earners in a handful of big-time sports like golf, tennis, baseball, soccer and American football.

Britain's main contribution to the athletics bonanza of the past eight years was provided by a trio of exceptionally gifted middle-distance runners, Sebastian Coe, Steve Ovett and Steve Cram; by a broody and charismatic decathlon star, Daley Thompson; by a couple of jolly, muscular javelin throwers, Fatima Whitbread and Tessa Sanderson, and by the esteem garnered by a box office hit film, Chariots of Fire.

At the 1980 and 1984 Olympic Games, Coe, Ovett and Cram won no fewer than seven of the 12 medals on offer in the men's 800 and 1,500 metres. Thompson won the decathlon gold medal in 1980 and 1984 and Sanderson the javelin gold in 1984. In turn, Chariots of Fire set the silver screen ablaze by contrasting the snooty amateurism and derring-do of the 1920s with the neo-professionalism of Harold Abrahams, Britain's winner of the 100 metres gold medal at the Paris Olympics in 1924.

Given all this exposure and hype, plus a swag of medals and world records, it is little wonder that the new pagans – the sponsors, marketing men and TV moguls – fell upon UK athletics with whoops of glee and open cheque books.

They discovered that athletics was fun, and family-orientated – a million miles removed from something as sterile and brutalised as English soccer, or as foppish and incompetent as English cricket. They discovered that athletics was glamorous and competitive – man against man in primeval confrontation – and that athletes were young and wholesome and goody-goody (well, most of them – at least not drug-crazed, or unionised, or uppity). This was good for the ratings and for brand recognition. So the money poured in.

But as they make their way into the Olympic city of Seoul, past the armed guards, through the ramshackle suburbs, over the Han River and into the sanctuary of the Olympic Village, Britain's athletics squad will be under no illusions. These Games will be hard. For the first time since Munich in 1972, the Olympics will be packing in a full house, unaffected by boycott or walk-out.

As a result, Britain's athletes will be plunged into the fire of the most scorchingly competitive track and field meeting ever staged. They will be hounded by the superpowers, jostled by the robots of East Germany and hustled by the fast men of Africa. Medals will be desperately hard to come by. Britain may not do well – may, indeed, do badly.

In which case, acres of newsprint are likely to be devoted to crazed post-mortems and to claims that Britain in the late 1980s has become so raddled and impotent that not only is it a laughing stock in most of the big-time sports (think of any British tennis player, and try not to swoon), but that even its track and field stars have suddenly lost their puff.

What *is* true is that the administration of British athletics is at present in chaos as the different factions and governing bodies, many of them run by committees of aged persons whose values are rooted dimly in the past, struggle to forge themselves into a single, unified body.

The administrative mis-management of British athletics is a complex and messy story. It is also extremely tedious. Suffice it to say that last year, the British Amateur Athletic Board (BAAB), which dealt solely with international affairs, blundered into dire financial trouble. It had to be bailed out by the Amateur Athletic Association, the oldest and strongest of the national governing bodies, which also assumed the caretaker management of the BAAB on the understanding that a unified British Athletic Federation (BAF) would be formed by January 1 1989, a daunting task indeed.

Negotiations are continuing. As the BAAB itself admits in its glossy Olympic souvenir magazine: "The importance of forming a federation cannot be underestimated. Failure will mean that the sport will go fragmented into the negotiations due next year for new marketing and television contracts. It is the last opportunity this century to bring about an organisation that will serve the sport well up to 2000 and beyond. A strong organisation is needed to stabilise Britain's position as the fourth strongest athletic power in the world.

"All this is recognised but it is proving very difficult for the various organisations, some of whom have a history and tradition going back over a century, to grasp the nettle."

In some quarters it is claimed that the administrative mess and poor leadership with which British athletics is cursed has been typified by the international row over Britain's failure to include Olympic double-gold medallist Sebastian Coe in its line-up for Seoul. It was claimed that Coe's exclusion derived from an inferior team selection process, and from a lack of vision and courage at the top.

At one point Mr Juan Antonio Samaranch, president of the International Olympic Committee (IOC), handled around the notion that Britain's failure to nominate Coe might be surmounted by the IOC itself issuing a wild-card invitation to Coe to compete in Seoul. This endeared Mr Samaranch to the rag-bag collection of track writers, diarists and other Coe groupies who had invented the controversy in the first place. But it infuriated the rest of the British team, created resentment internationally and was judged to have been a blunder by Mr Samaranch, who was obliged to back down.

Indeed, with only a minimum of clear thinking it can be seen that by sticking to its guns, following the letter of its new (and sensible) selection formula and thus excluding the articulate but out-of-form Coe, a man who has friends – but also enemies – in exceedingly high places, the BAAB displayed logic and fortitude, which argues well for the future.

Mr Tony Ward, the BAAB spokesman, says that the "key decision" in the protracted negotiations over the future administrative set-up in British athletics is whether the new federation "takes the quantum leap and appoints a director of athletics or chief executive – someone with executive powers."

He says that Britain has about 500,000 runners, joggers and other athletes. "Only about 0.1 per cent of them are professional. About 500 receive some sort of benefit – maybe as little as £200 or £300 per competitive appearance. The number of four-figure people (a handful of athletes earn £7,000-plus per appearance) is less than 50. It is only three years, since any appreciable sums of money started to pour into British athletics. In 1985 UK athletics was in an identical position to Nigeria when that country struck oil – there was no infrastructure to deal with this suddenly gushing wealth."

"Gushing" is right. Much of tha money is channelled via Alan Pascoe Associates (APA), run by the aponymous Alan Pascoe, formerly a top hurdler, now a mover and a shaker in Glitter Street (the marketing services business). In the current season APA will channel a net £1.7m-£1.8m into British athletics from sponsors like Dairy Crest, Kodak, Pearl Assurance and McVities. APA says that initially it guaranteed to produce £3m over the five years to 1990; in the event it expects to triple that.

This is in addition to money for the TV rights, or to the flood of promotional and endorsement money that has made millionaires of men like Coe or Daley Thompson. Some sponsors have already extended their commitment to UK athletics through to 1992, the year of the Barcelona summer Olympics.

Ms Jenny Bradley, head of communications at Dairy Crest, says that her company will spend £2.5m on athletics over the next four years. "To us that's a lot of money, but we are delighted with athletics. Our own research has shown that our visibility has gone up dramatically as a result of our involvement." Were there no negatives? "Well, at the moment there is a lot of negative publicity over the organisation of the sport."

Although claims about drug-taking are rife (Britain's top pole vaulter, Jeff Gutteridge, was recently banned for life for allegedly taking anabolic steroids), athletics continues to make headway in the charts.

Last year athletics accounted for 153 hours of UK TV coverage, ranking it eighth behind cricket, snooker, horse racing, bowls, golf, soccer and tennis, but ahead of boxing, rugby union, darts, equestrianism, baseball, American football and motor racing. Mintel, the market research company, recently found that 44 per cent of its consumer sample claimed to be interested in athletics, which was second only to pool/snooker (52 per cent) and ahead of soccer (37 per cent) cricket (26 per cent), motor racing, golf and horse racing.

If the Seoul Olympics proceed decorously, as they seem likely to, the Olympic movement will have demonstrated once more its remarkable survival ability, and the stage will be set for a triumphant return to Europe in 1992. A successful Seoul Games will be particularly good for athletics.

Although the Coe-Ovett era is dead, although Seoul will be hard, Britain has numerous fine young athletes on their way up – enough of them, it is calculated, to maintain Britain's ranking as a genuine athletics power, whatever the administrative adjustments at present underway. The good times will come again, on and off the track. What the authorities should do is advertise for a chief administrator with the executive panache of Nero.

MAN IN THE NEWS

Augusto Pinochet

Dictator who wants approval from the voters

By Robert Graham

General Augusto Pinochet of Chile lends himself to caricature. From his pre-war German-style uniforms, to his grim face and gruff t-koow-what's-best-for-Chile language, he falls easily into the popular view of right-wing, Latin American dictators. Yet he is not simply a crude *coudillo*: his astutcness has been consistently underestimated by his critics.

His approach to governing Chile was once summed up by a former colleague who said: "If Pinochet is confronted by a wall his first instinct is to go round it; if he can't, he will tunnel underneath it, and if this fails he will break the wall." This mixture of cunning, obstinacy and brute force may not have made him popular but it has ensured his survival as Chile's autocratic ruler for almost 15 years.

This week he has undertaken to be the regime-sponsored candidate in next month's presidential plebiscite and to win cleanly he is going to need more than the attributes which have ensured success in the past. Although he has all the machinery of state working for him, he is the sole candidate and will require an element of the popular vote to emerge as victor. He has never courted popularity before.

Dictators are not in the habit of seeing themselves voted out of office and, clearly, Pinochet intends to win. A clue to his self-confidence was contained in an interview last year when he was challenged about the difficulties of standing against a hostile electorate. "We think we have enough votes, because there is always a mass of undecided persons who at the last minute turn towards the victor," he said.

Nevertheless, this does not fully explain why, in his 73rd year, he should be chancing his arm to perpetuate himself in power. If he wins, he can claim the presidency through to 1998. If he loses, he will be both humiliated and bereft of any pretence of legitimacy, even though, constitutionally, he will have another 18 months in office.

Well-wishers who attempted to dissuade him from standing have come away with an impression of his abiding sense of mission. Here is a man who believes that he helped save the nation by overthrowing the Allende Government and ending Chile's experiment in populist socialism in 1973. Since then he has cast himself as a national saviour, rebuilding Chile's pride and a shattered economy. According to Gen Pinochet, the task is incomplete. He sees the political parties still tainted by the Allende experience, and requiring the guiding hand of a Leader to be educated in responsible democracy. Only another decade of Pinochetismo can achieve this, by which time Chile will have wrenched itself permanently out of under-development.

This concept of a "disciplined" society whose prosperity and progress is founded on order contains strong echoes of Franco's Spain. Indeed, there are several striking parallels between Pinochet and the Spanish *Generalissimo*. Both were born of modest families in port towns and both were reluctant, indeed accidental leaders. They came to power in chaotic economic conditions and polarised ideological climates to "save" their countries from a perceived communist threat.

Pinochet was born in Valparaiso in 1915, the eldest of six children of a dock clerk, the descendant of an 18th century Breton immigrant. His parents wanted him to be a doctor but he opted for a military career. There was some doubt about whether he was physically up to entry into the military academy. At the time he was depicted as weedy and gangling: subsequently he has been obsessive about his physique and even now he is a dedicated gymnast.

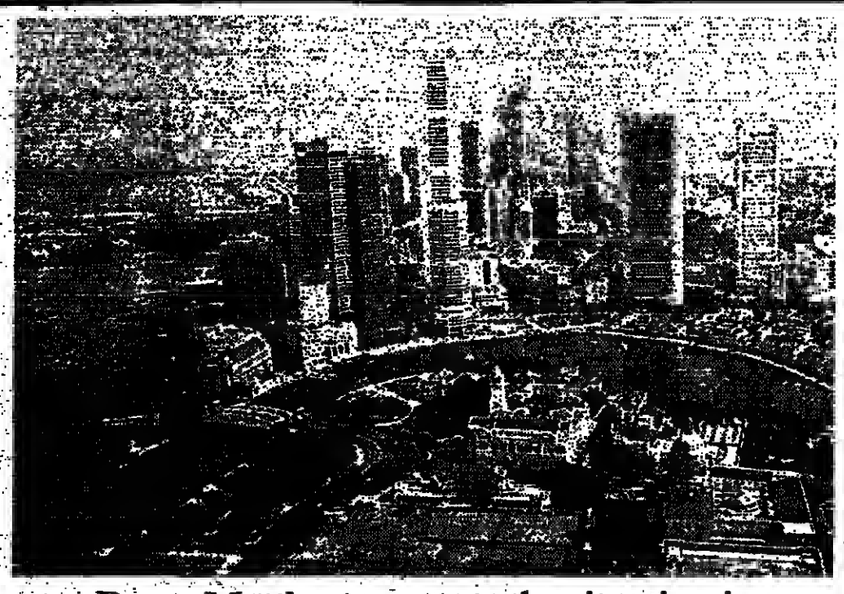
As a soldier he was more at home in staff jobs. He briefly served as military attaché in Washington and was seconded to lecture at the Ecuadorean army staff college. He has found time to write about geopolitics and produced a competent history of the 1879 Pacific War with Peru.

When promoted under Allende to be commander-in-chief of the army, he was an uncontroversial figure. Indeed, he was initially excluded from the conspiracy to overthrow Allende because he was considered too much of a constitutionalist. He was eventually swayed by the plotters' determination and a desire to preserve the unity of the armed forces. In the post-coup days he owed his predominance to the hierarchical nature of the armed forces which made him automatically, as head of the largest and most powerful service arm, the senior figure. His ambitions, perhaps latent but more probably opportunist, grew.

His indentification with the "Chicago Boys" experiment in free market economics also seems to have been a product of circumstances. The business community, among whom were a number of monetarists, backed the coup and he took on board their ideas. They appealed to him because they were the antithesis of socialism and Marxism, which he considered so ruinous to Chile, and because they offered the chance to break the power of the trades unions. His subsequent endorsement of privatisation, destroying the power of socialist state interventionism, and the establishment of worker share ownership is consistent with this.

Apart from the highly public attempt on his life in 1986, when he survived a rocket attack on his motorcade, there has been at least one other scrape with assassins. But these attempts to dislodge him and his escapes have merely strengthened his own sense of mission. In this he is encouraged by the formidable presence of his wife, Doña Lucia, credited to be one of the few people who influence him.

However, leaders with a sense of mission have nearly all suffered from the hubris that only they can accomplish the mission. The results of the October plebiscite will determine whether Pinochet is to be tripped by this flaw.



Roger Matthews assesses the situation in Singapore which goes to the polls today

Waiting for the wrath of Mr Lee

For the past decade and a half general elections in Singapore have not stirred the political blood or injected much adrenalin into the veins of the prosperous island nation. They have been seen as an almost ritual reaffirmation of Prime Minister Lee Kuan Yew and his People's Action Party, while underlining the paucity of the opposition and its incapacity to offer a credible alternative.

The theory of democracy is still practised in Singapore but its practical application is inevitably diminished in a parliament where government propositions were never subjected to detailed or critical examination. Mr Lee and his party like it that way, believe that as "honourable Confucian gentlemen" they are doing their best for Singapore, and see no reason for anything to change.

There is some reason to believe, however, that it might change after today's election, but the evidence is flimsy and the possible shift of direction only marginal by Western standards. Even if a shift does occur it will owe more to the unpopularity of Mr Lee's style of government than to the substance of the opposition.

From 1968 to 1984 Mr Lee's electoral candidates swept the board. Then in December 1984 the opposition for the first time squeezed two MPs into parliament, while the PAP's share of the popular vote fell by over 12 per cent. The shock was colossal in the Singaporean context and an infuriated Mr Lee questioned whether the public deserved the vote if they could not, in his view, exercise it more responsibly.

The PAP is anxious in today's general election to recover at least some of those lost votes. On papar its chances look excellent. The economy has bounced back from the 1985 recession and should grow by at least 9 per cent this year. There is virtually full employment, wage controls are being relaxed and foreign investment continues to flow in.

In terms of funds and organisation the PAP is incomparably better equipped than the still small opposition parties and enjoys the unblinking endorsement of the local media which at times give the impression of being little more than the publicity arm of the ruling party.

Even so, the opposition – essentially the Workers Party headed by veteran politician J.B. Jeyaratnam and the Social Democrats led by Mr Chiam See Tong, now the lone non-government MP – are beginning to believe they could spring a surprise. They are fielding their largest ever number of candidates and attendance at their nightly rallies has often been three to four times larger and many times more enthusiastic than that attracted by the PAP.

Tha marked difference of mood between the opposition and government rallies owes much to Mr Francis Seow, the former Solicitor General, in whom the Workers Party has discovered the cult figure of the campaign. Mr Seow was recently released from detention under the controversial Internal Security Act, a throwback from British colonial rule, which allows for indefinite imprisonment without trial. He had been held for 72 days and accused of collaborating with an American diplomat who was told to leave Singapore amid bitter Government accusations of US interference in the country's domestic affairs.

Mr Seow, who was subsequently charged with evading income tax, was released from jail without any charges against him, but on condition that he did not meet any foreign diplomats and did not leave the country without official permission. His arrival at opposition rallies is being greeted with roars of approval and his speeches punctuated by hursts of applause. Mr Seow, who has alleged that during the first three days of his imprisonment he was forced to stand for as long as 15 hours at a time while his interrogators shouted abuse at him, says he has been surprised by the warmth of the public reception.

Although he does not refer to his experiences in jail during his campaign speeches, his presence on an opposition platform highlights the main thrust of the attack on the Government – that it has become authoritarian, repressive and intolerant of dissenting views.

The Government's latest and most significant constitutional proposal for an elected President with powers to veto the spending of the country's substantial foreign reserves and the appointment of senior civil servants, is being presented as a further evidence of that trend. According to the opposition, the only way to check the drift towards an institutionalised one-party, one-man rule is to deny the PAP the two-thirds majority needed to push through constitutional changes.

Mr Lee's role in the campaign is causing some bewilderment even in the ranks of the PAP. He has insisted that the voters' verdict will not be on his performance as Prime Minister but on that of the younger generation of ministers headed by his designated successor Mr Goh Chok Tong, First Deputy Prime Minister.

Although the campaign is nominally under the control of Mr Goh, Mr Lee has chosen to make a series of public comments which appear unlikely to enhance the electoral prospects of his successors. During the past fortnight Mr Lee revealed that Mr Goh was not his first choice as the next Prime Minister because he was not tough enough. Hs said he had urged Mr Goh to change his style and perhaps seek the aid of a psychiatrist. Mr Goh said subsequently that the Prime Minister meant to say a psychologist, adding that, in fact, he had been going to a speech therapist.

The Prime Minister has also chosen to make critical public assessments of other senior ministers, ruling out one for highest office because his English was not fluent enough and another because he thought Singapore was not ready for a Prime Minister of Indian origin, a remark which has not endeared him to that community.

Despita their embarrassment, minietere have attempted to pass off such public judgments as evidence of the Prime Minister's known fondness for bluntness and suggested that Opposition candidates should be put under similar scrutiny. This may explain the lurid pamphlets which have been circulated by the PAP offering details of Mr Seow's private life.

The only public opinion poll to be published offsrs little guidance to what voters are thinking as 80 per cent declined to state which issue they thought most important. Their confusion can only have been heightened yesterday by Mr Lee's assertion that he was willing to campaign in a referendum on the issue of whether there should be an elected President but would not stand for the job himself. Until then the PAP had ruled out a referendum and it had been widely assumed Mr Lee, who is 65 this month, would sooner or later be promoted to the presidency.

So much concentration on personalities has tended to divert attention from the PAP slogan of "More good years" and its emphasis on the proven administrative capacity of its candidates. This, they say, is more than ever relevant because, under another recent constitutional change, Singapore's housing estates will increasingly bs managed by their local MPs.

For the first time in this election just under half the candidates will be running in groups of three, with the merged constituencies forming the basis of what is officially described as a town council.

Whatever the impact of the brief nine-day campaign, a substantial PAP victory is certain. A triumph would be all 81 seats going to the PAP. Up to 77 seats (the same as the PAP holds in the current, slightly smaller house) and an increase in the popular vote would be regarded as just about tolerable. Much beyond that and Singapore would enter uncharted political territory, not because it would lack secure and stable government but because of the Prime Minister's likely reaction.

Should the opposition achieve the unthinkable and win 8-10 seats, while reducing the PAP share of the vote to below 60 per cent, then the wrath of Mr Lee could be a wonder to behold.

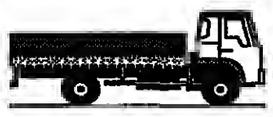
Getting Bedford back on the road

John Griffiths reports on a British truck firm that has been transformed by a new owner

David J. B. Brown, a dour Yorkshire-born engineer-cum-entrepreneur this week served notice that the European truck industry is facing a new and potentially serious rival.

His company, AWD, was formed nine months ago out of what was left of Bedford trucks, a heavily loss-making part of General Motors. On Thursday Mr Brown announced that AWD was re-entering the civilian truck market, virtually doubling production compared with the last year of GM ownership and preparing to set up a worldwide sales organisation for the AWD product range.

Up to the start of the 1980s, the 97-acre site at Dunstable, Bedfordshire, which is now AWD's home was employing 6,000 people to produce 60,000 units a year. Output slumped in the 1980s, and GM shut down almost all truck production at the end of 1986. It was clearly keen to get all of Bedford off its hands. Mr Brown paid just £20m for Dunstable, a prime site less than 50 miles from London complete with a 2.6m sq ft plant needing new



investment but still capable of building 20,000 trucks a year on a single shift. He acquired Bedford, it is thought, free of any significant debt.

Mr Brown is about to cover most or even all of the purchase price by selling off 900,000 sq ft of the facilities for an expected £20m – a sum which, he says, will be devoted to AWD's investment needs.

Yet even after spending £8m since taking the plant over, mainly on the new 6.5-17 tonne TL civilian truck range which went on sale yesterday, Mr Brown reckons that AWD will make a profit of at least £1m on its projected output of 6,500 trucks and £130m turnover this year.

How did Mr Brown get such an apparently good deal? In true Yorkshire fashion, he replies to questions about the deal by saying they are none of the enquirer's business. A pointer is provided, however, by his comment that, throughout the negotiations, "GM's prime concern was always about tha workforce."

He refuses to criticise AWD's previous owners. A shop-floor veteran of both regimes is less circumspect: "We far prefer to be in a position to talk to the boss direct – not wait upon some minion in Detroit for months."

Whatever the rights and wrongs of GM's stewardship, AWD has acted with extraordinary speed. The civilian trucks that went on sale yesterday are far more than a simple face-lift of the previous Bedford range. They have been substantially re-engineered, with the former Bedford running gear replaced by Perkins engines and Eaton transmissions, the cab restyled and its interior changed.

In the same period of nine months, AWD has also designed, developed and built a 120-tonne tank transporter from scratch, plus an innovative eight-wheel-drive and steer articulated vehicle for hauling 40-ft containers hoth on tha road and across country.

Both were displayed at the recent Army equipment exhibition at Aldershot. The 8wd artic, which uses technology developed by another Brown gronp company, Multidrive, left observers gaping as it shot effortlessly over the top of a steep, pyramid-pointed hill, the rear wheels still propelling the container uphill with the the cab and front wheels hanging feet from the ground above the drop on the other side.

AWD is hoping Multidrive will be its secret weapon in the competition for one of the fattest military vehicles contracts from the UK Department of Defence for years – an order for 20,000 four-tonne trucks worth around £500m, expected next spring.

It would be an enormous filip to AWD's already rapidly expanding production, which is planned to be 6,500 this year, 1,000 more than in 1987, reaching 8,000 next year. Clearly, the importance of the Defence Department order is very great. Yet, says Brown, "if we don't get it, we can live without it".

So far at least, Mr Brown has confounded the many sceptics who believed AWD would be a rapid failure. Other truck makers thought of him as an outsider to the mainstream truck world. In reality, this small, quietly spoken and seemingly diffident figure – who describes himself as a "late developer" – can tell one of the few real truck success stories in Britain. It was one achieved virtually single-handed, and despite leaving school with no qualifications.

Mr Brown, who hates being confused with the David Brown who once owned Aston Martin, was an engineering apprentice who never completed his indentures. He went first into log haulage hefore returning to engineering, winding up as a senior engineer with Babcock and Wilcox. His determination to become a manufacturer eventually led him to sell his home in Gloucester and move to Peterlee, County Durham to start up his own firm with the aid of a regional grant. To do so, he moved his family into a council house – requiring adjustments in more ways than one. As he recalls: "If you stuck any decent washing out it disappeared off the line."

The firm he started, DJB, became the world's biggest dump truck maker and was bought by Caterpillar three years ago for £30m. He next set up Artix, which now employs 650 people at Peterlee and makes dump trucks sold worldwide as Caterpillars.

Now, at 62, he admits to being a "benevolent dictator – because at the end of the day, there always has to be one man to make the decision." But he insists that he is a listener as well: "Many times I do things I don't believe will work, but which the management believes will."

The dictator has no besitation in setting out his goals for the company: "By the 1990s we should be in continuous profit, selling trucks worldwide and employing 1,500-2,000 people."

He has no plans to cut the plant's capacity – "We don't need it now. But who says we won't in the future?"

LETTERS

Trained from back to front

From Mr T.M. Barclay.

Sir, Some of us may have doubts about the government's present obsession with training.

These donbts are not reduced by your report of a Training Commission official saying: "If the marketing doesn't succeed then the product itself doesn't succeed".

This kind of back-to-front thinking makes success unlikely, to say the least.

T.M. Barclay,
Fine Tubes,
Estover Works,
Plymouth, Devon

Balance seems best

From Mr Chris Morton.

Sir, Richard Waters outlines the refinement of strategic planning by large accountancy firms with respect to small companies (August 23).

It is also worth remembering that fewer venture capitalists now insist on the appointment of one of tha "big eight" accounting firms as a condition of their investment, primarily because of large price increases made by these firms.

Many fund managers now prefer to focus on a balanced management team rather than bnying in skills not already possessed. They therefore place much more emphasis on the appointment of non-executive directors – a service the auditor cannot provide.

Chris Morton,
Hanover Druce,
91 New Cavendish Street, W1

Planning could simply be abolished

From Mr D.H. Thomas

Sir, John Hunt's article (August 24) on over-development of villages was very welcome. In Hatch Beauchamp, he says, the new homes are in keeping with local architecture; not so here, nor in most villages.

Despite the "protection" of Conservation Area, Special Landscape Area, Area of Outstanding Natural Beauty, Ecological and Archaeological Interest, we have recently suffered infilling of 30 new houses – increasing this village by one third. The standard of architecture is abysmal. There are no benefits from new jobs, services or infrastructure (we have lost our rail and petrol stations and our school). We have seen special planning conditions flouted, structure plans bypassed, contempt for aesthetic values and only the powerful risking and winning appeals. Such an arbitrary planning system benefits no one and is open to abuse.

Because of the artificially created shortage of building land (Letters, August 24) we do not even get low cost housing for local people. District Councils, by law, may not discriminate in favour of local residents, even when selling their own land. Starter homes can be enlarged and sold on – requiring yet more development.

Mrs Catherine Chater, tha secretary of Rural Voice, is reported as saying that market forces will not solve rural housing problems. We have not tried them.

I suggest that planning be abolished. Among the advantages would be the following:

- Ratepayers would save the cost of planning departments, appeals, and the frustration of futile objection to plans;
- Land prices would fall, so almost all could afford their own homes;
- The proportion of value put into buildings themselves could increase, with larger first homes, better materials and construction;
- Design would improve with genuine competition (at present, holders of landbanks can build anything and sell it);
- Developers would know where they were, with no planning delays;
- There would be no potential for corruption;
- With house prices bearing some relation to building costs, we might even remove the distortion of mortgage interest tax relief, and increase industrial investment without reducing building work.

Would Mr Ridley not be more comfortable defending that policy?

D.H. Thomas,
The Mill House,
Wylye,
Warminster, Wiltshire

What's lent is spent

From Mr George Rea.

Sir, Interest rate rises are an indirect result of irresponsible lending and spending. Mr Richard Ingham (Letters, August 23) suggests a cure: diminish the banks' incentive to lend, by forcing them to retain a proportion of their loans in a low yield deposit. Would it not be more effective to impose this on those who seem to live off credit?

A simpler deterrent would be to raise substantially monthly minimum repayment levels. This would encourage more responsible attitudes towards borrowing, and discourage individnals from increasing deht beyond their means. Those who clear their credit balance every month would remain unaffected.

George Rea,
7 Radley Court,
Beachborough Road,
Bromley, Kent

There must be life after double glazing

From Mr Martin Judge.

Sir, Articles such as John Brennan's excellent one on the true social cost of preserving the countryside (August 13) are read, applauded – and then quietly disregarded. Preservationists in the UK are a powerful a lobby against even minimum change, let alone the radical alternatives he suggests.

But he provokes a even more sensitive question: is Britain, a small island nation, able socially to afford further increase in its economic standard of living?

It is not only the south east region of the UK which is beginning now to enjoy the benefits of recovery. My own home town of Coventry, recently languishing in the doldrums of recession, with 17 per cent unemployment and a rusting car industry, now has traffic jams extending to the suburbs, "green belt" eaten up by roads, and housing costs increasing by up to 100 per cent in a year.

What is our future when we too experience the "boom"? Are we to become like the Japanese – on paper the richest people on earth, but because of scarcity of land and infrastructure, able only to enjoy their wealth when abroad?

Given the congestion, pollution and civil antagonism produced by the UK economic revival, we may conclude that the fall in the quality of life is directly proportional to the increase in economic product. Is all this material prosperity making life any better? Is there life after double-glazing?

Martin J. Judge,
18 Herrick Road,
Poets Corner,
Coventry, Warwickshire

Season made for joys

From Mrs Edgar Palamountain

Sir, Your article in Weekend FT, "Coming out in the 1980s" (Angust 20) was, I thought, unnecessarily nnfair and unkind to Peter Townend, himself a very kind person.

When I was a "deb's mnm" I started the season saying: "Some mums actually *kiss* Peter Townend!" But at the end of the season I kissed him myself.

E.M. Aylward Palamountain,
Duns Tew Manor,
Oxford

Tour operators should insure against claims from customers for holiday loss

From The Baroness Elles MEP.

Sir, Travel insurance (Weekend FT, August 26) does not always mitigate or compensate for the failure of tour operators to provide an efficient and prompt service to their customers, or to observe their contracts as advertised in their brochures.

With several hundred other passengers at Gatwick in early August, my family and I were delayed until 7.50pm from taking a flight fixed to depart at 8.10am: a delay of 11 hours 40 minutes.

We arrived at our destination not at 4pm as expected, but at 5.15am the following morning, further delay having been caused by an unannounced change of airport.

Compensation for this loss of part of the holiday (to say nothing of spending the second day recovering from the exhaustion of the first day's travel) was – according to the tour operator's representative – a free meal.

Delay (in our case caused by an inefficient carrier, not by strikes or traffic control problems) affected thousands of travellers on that day and subsequent days. But compensation is given only if the delay exceeds twelve hours, and then only a minimal sum.

Prices advertised in brochures do not inclnde the additional surcharge frequently added to a customer's bill. Also, because package tours are generally peid in advance, there is very little a customer can do, without embarking on lengthy and costly litigation, to ensure that a breach of contract is adequately compensated.

It is surely the tour operators who should be insured against claims from customers. It is nonsense for the Association of British Travel Agents (ABTA) to state that the cost of such insurance would add enormously to the price of the package to the customer. In France, where insurance is obligatory for the travel agent/tour operator, it is estimated that the average additional cost per package per customer is 22½p. Anyone who waited at Gatwick this summer would undoubtedly have been willing to pay that sum.

A draft European Community Directive on package tours and holidays is shortly to be discussed in the European Parliament, so there will be an opportunity to approve measures aimed at giving better protection to passengers.

Many tonr operators no doubt provide an excellent service – but it should be possible for all customers to be assured of efficient and fair treatment, without recourse to the law courts.

Diana Elles,
Chairman, Legal Affairs Committee,
European Parliament,
2 Queen Anne's Gate, SW1

PWS reaches a compromise with Ben-Zur family

By Nick Bunker

MR MALCOLM PEARSON, the new chairman and chief executive of PWS Holdings, the troubled Lloyd's insurance broker, claims to have reached a compromise with the Ben-Zur family, PWS's biggest shareholder, following four weeks of confusion which have seen the group's shares plunge from 205p to close at 131p last night.

After a 90-minute meeting with Mr Ronnie Ben-Zur yesterday, Mr Pearson said he was offering a non-executive directorship of PWS to Opticford, a Ben-Zur controlled company which owns 42.5 per cent of PWS's shares.

The news came 24 hours after the announcement of the resignation of Mr Pearson's predecessor, Mr Ron Peet. Mr Peet left because of his disquiet with signs that a personal battle was developing for PWS.

J. Henry Schroder Wagg has also resigned as PWS's merchant bank in sympathy with Mr Peet. Kleinwort Benson has succeeded it.

The last month has witnessed deepening uncertainty about PWS since Mr Ben-Zur resigned as chief executive at a board meeting which also decided to write off at least £4m arising from its acquisition of San Francisco-based broker Glenn Nyban & Associates, which has since proved a loss-maker.

There has been speculation that Mr Ben-Zur would either sell the family stake or attempt to reassert control.

After yesterday's meeting, Mr Pearson said he thought Mr Ben-Zur was definitely a seller. Mr Ben-Zur said: "Obviously we would sell if the price was right." But for the moment the family was happy with "peaceful co-existence" with PWS and would accept the directorship, he added.

Mr Pearson, who fonnded PWS and was a severe critic of the Lloyd's establishment during the *Savonita* affair 10 years ago, has re-emerged as an executive there since August 3, after several years divided between his estate near Inverness and charitable work in higher education.

He denied yesterday that he and Mr Ben-Zur had been at loggerheads, saying: "I am not sure that he likes me frightfully. But there is no war."

Mr Pearson also issued a statement last night saying PWS was trading profitably in spite of the GNA write-off, now put at £4.4m. He avoided predicting that the company would pay a final dividend, saying it would review that in January.

He said PWS believed it had "good prospects of substantial recoveries" from third parties involved in the GNA deal.

Telemetrix $18.7m buy

By Clare Pearson

ALTRON, South African electronics group, plans to sell its US components distribution and manufacturing interests to Telemetrix, the troubled UK computer graphics concern it rescued in May.

The businesses are being sold for $18.7m (£11.2m), to be satisfied by the issue of 23m shares. The deal, which would leave Altron with 70 per cent of Telemetrix's shares, is being put to non-Altron shareholders at the end of the month.

The complicated deal involves Telemetrix buying Altron's 49.2 per cent stake in GTI, component and circuit board maker, with a view to gaining eventual control.

At the same time, Telemetrix plans to purchase, and sell to GTI, the 80 per cent shareholding in Esco Supply, a distributor, GTI does not already own. In return, Telemetrix would get 27.5 per cent of GTI's preferred shares and $4.3m in cash. Esco Supply is the subsidiary of Esco, which is wholly owned by Altron.

DIVIDENDS ANNOUNCED

		Current payment	Date of payment	Corres-ponding dividend	Total for year	Total last year
Armitage Bros	fin	2.5	-	2.5	4.5	4.5
Black (A&C)	int	4	-	3.75	-	12
K'wort Int. Inc.	fin	20.57 ☆	-	16.75	38	31.78
More O'Ferrall	int	2.4	Oct 20	1.8	-	7.2
Polytech Elect §	fin	0.5	-	nil	0.5	nil
Ruo Estates	int	3	-	3	-	7
S'field-Recve §	int	0.75	Oct 24	-	-	-

Dividends shown pence per share net except where otherwise stated. *Equivalent after allowing for scrip issue. †On capital increased by rights and/or acquisition issues. §USM stock. §§Unquoted stock. ♦Third market. ☆Gross throughout.

LONDON RECENT ISSUES

EQUITIES

Issue Price	Amount Paid up	Latest Renunc. date	1988 High	1988 Low	Stock	Closing Price	+ or -	Net Div.	Times Cov'd	Gross Yield	P.E. Ratio
6145	F P	-	173	145	Orbitle Group 2p	165		4.5	3.1	2.8	15.1
575	F P	16/8	85	76	Oakminster 10p	76		91.13	2.0	2.0	33.2
95	F P	-	108	87	Eurotrust 5p	87	-1	92.19	2.5	3.4	15.0
40	F P	-	41	40	Evenor Dual Inv Tst	40		1.2	-	4.0	-
§100	F P	-	100	100	Do Income 100p	100		96.9	-	9.2	-
§115	F P	22/8	165	128	Glocal Group 10p	158	-2	3.7	2.5	3.1	14.7
-	F P	-	100	77	Lowndes Queensway 5p	77	-2	5.75	0.7	10.0	18.6
170	F P	-	151	125	National Telecom 5p	135	+1	1.28	4.1	2.0	13.2
§100	F P	28/7	106	88	Needler Group	88		u09.8	2.1	4.9	9.6
60	F P	26/8	74	53	¶Quintin Group 10p	53		-	-	-	18.1
4	F P	-	88	76	R/T Capital Partners CI	77		-	-	-	-
§140	F P	27/7	141	136	¶Rejett Shop 5p	138	+2	13.15	2.2	3.0	17.8
160	F P	-	63	61	Rentaminster 5p	63	+1	nil 0	4.3	2.2	14.5
143	F P	5/8	141	109	Rockfort Group 20p	109		R3.9	3.3	4.8	7.1
§125	F P	19/8	133	121	Savills 5p	121		13.0	2.5	3.3	13.4
♦	F P	-	145	115	Scafield	122		-	-	-	-
-	F P	-	68	60	Tamaris 10p	60	-1	a2.0	0.4	4.4	-
-	F P	-	25	14	Waverley Mining Warrants	23		-	-	-	-

FIXED INTEREST STOCKS

Issue Price £	Amount Paid up	Latest Renunc. Date	1988 High	1988 Low	Stock	Closing Price £	+ or -
♦	F P	-	96p	93p	Alexon Group 6.25p Cv Rd Pf 10p	93p	
§200p	F P	-	115p	110p	BBLP Group 8p Cv Rd Pf 10p	110p	
101 C9	F P	-	102p	100½p	Brent Chemicals Int. 9pc Cm Rd Pf	100½p	-½
200p	F P	-	105p	92p	Dares Estates 7.75pc Cnv Cm Rd Prf	92p	
§100p	F P	-	101p	99½p	Evenor Dual Inv Tst Zero Cn Prf	101p	
§101.2	F P	9/9	101½	99¼	Lon & Edin Tst 8¾ 1st Cm Rd Pf 2013	99¼	-¼
§100 ¶	F P	-	99½p	98½p	McCarthy & Stone 8.75pc Rd. Pf 2003	98½p	+¼
-	F P	-	100	98¼	Nwide Aug 11.5pc 7 8.89	98¼	-¼
-	F P	-	100	98¼	Do 11.5pc 29 8 89	98¼	-1¼
100p	F P	29/9	120p	100p	Pleasurama 7.75pc Cn Cm Rd Pf	100p	
5	F P	-	86½	78½	R/T Capital Ptnrs 2½pc Cv Uns Ln 2000	81	-1½
100p	F P	-	104p	99p	Tamaris 8½pc Cv Rd Pf 2003	100p	+2
§100p	F P	-	96p	94p	York Trust Grp. Rd Cm Cv. Pf 20p	94p	-1

RIGHTS OFFERS

Issue Price p	Amount Paid up	Latest Renunc Date	1988 High	1988 Low	Stock	Closing Price p	+ or -
37.5	Nil	7/10	27pm	16pm	Amber Day Hldgs. 2½p	18pm	+1
80	Nil	-	2pm	1½pm	Ashley Industrial Trust 5p	2pm	+½
42	Nil	-	6pm	3pm	*Chesser Intl 5p	3pm	
18	Nil	21/9	3pm	½pm	Claremont (UK)	½pm	
350	Nil	-	45pm	40pm	¶Cryotech Laboratories 20p	45pm	+5
10	Nil	5/10	14pm	7pm	FF & H Group 10p	7pm	-1
205	Nil	30/9	41pm	24½pm	Fisons	25pm	+½
230	Nil	5/9	25pm	¼pm	¶Highland Participants 25p	¼pm	
350	Nil	-	45pm	40pm	Microfilm Reprographics 10p	45pm	
180	Nil	-	17pm	7pm	TAGE 10p	7pm	
25	Nil	12/9	10pm	2pm	Wilshaw 5p	2½pm	

a Annualised dividend. b Figures based on prospectus estimates d Dividend rate paid or payable on part of capital, cover based on dividend on full capital g Assumed dividend and yield t Dividend and yield exclude special payment. u Forecast, or estimated annualised dividend rate cover based on previous year's earnings. L Estimated annualised dividend cover and p/e based on latest annual earnings. M Dividend and yield based on Prospectus or other official estimates for 1988 N Dividend and yield based on prospectus or other official estimates for 1989. O Gross. R Forecast annualised dividend, cover and p/e ratio based on prospectus or other official estimates W Pro Forma figures. ¶ Issued by tender ♠ Offered to holders of ordinary shares as a "rights". † Introduction §Placing price †† Reintroduction. ♦ Issued in connection with reorganisation merger or takeover. ‡ Allotment price ‖ Unlisted securities market. ♦ Official London listing. □ Including warrants. ‡‡Unlisted securities market. "Third Market.

TRADITIONAL OPTIONS

● First Dealings	Aug 22
● Last Dealings	Sep 9
● Last Declarations	Nov 24
● For settlement	Dec 5

For rate indications see end of London Share Service

Stocks dealt in for the call included **Barratt Developments, Scottish and Newcastle, BSR, S. Miller, Pentos, Honorbilt, Singer and Friedlander, Geest, Abbey Life, Hickson, Amstrad, Sears, Belhaven, Helical Bar and Control Securities.** Put were arranged in **Helical Bar, Amstrad and British Land**, but no double options were reported.

Blue Arrow suffers slings of outrageous fortune

Philip Coggan talks to Tony Berry about the end of the honeymoon between his group and the City

A HOLIDAY IN Florida is supposed to be a soothing, relaxing experience. But not for Mr Tony Berry, chairman of Blue Arrow, the world's largest employment services group.

His August rest was constantly disturbed by reports from the London stock market, which was alive with rumours about himself and his company. They ranged from that speculator's standby – a takeover bid – all the way through to an insider dealing investigation by the US Securities and Exchange Commission, and most bizarre of all, a report that he was suffering from AIDS.

Tony Berry – determined to confound the rumour-mongers

To cap the lot, Phillips & Drew, the group's broker, chose his vacation to announce a downgrading of its profits forecast to £80m; earlier in the year it was looking for £110m. Blue Arrow's shares slumped to 88p, about half the price of last year's £837m rights issue. "The City is fed up with Blue Arrow stock," said one broker this week.

So when an unhappy Mr Berry returned to the UK, he went straight into a meeting with P&D. "With hindsight," he said afterwards, "they recognise that it would have been better if they had published their forecast when I was here."

A sun-tanned and healthy-looking Mr Berry (his only injury is a cricket-induced fractured rib) is now determined to confound the rumour-mongers. "We're doing fantastically well," he says. "Even if we do make £80m, that will mean a 38 per cent pro forma improvement over last year." Earnings per share are also set to rise, through not to the same extent, despite last year's five-for-two rights.

But once the stock market turns against a former favourite, the honeymoon mood is hard to recapture. While Mr Berry was the City's blue-eyed boy, Blue Arrow was transformed in three years from a tiny USM company to a group capable of making what was, at the time, the largest rights issue in history.

The company's $1.3bn bid for Manpower was launched virtually at the top of the bull market. It looked extremely audacious at the time: it would be impossible now. After the crash, investors had all the Blue Arrow stock they wanted for a while; and County NatWest, the bank which advised Mr Berry and underwrote the issue, was left with a stake of 9.4 per cent.

Although Blue Arrow never made a profits forecast, Mr Berry believes there are a variety of reasons why the group is unlikely to match up to the more optimistic early expectations.

The first, and probably most important, is the exchange rate; just 33 per cent of the company's profits come from the UK and the pound has had a year in which it has been strong against virtually all the world's major currencies.

The translation impact on Blue Arrow's profits is likely to be around £10m and since the company currently uses average exchange rates, there is little chance of the ground being recovered.

A second reason was that Manpower's year-end had to be changed from February to October, in line with the rest of the group. In fact, unlike the original Blue Arrow business, the October-February period is the best time of the year for Manpower.

A third reason is the major drive that Blue Arrow has launched in the field of training. Mr Berry believes that the future will belong to those employment services groups which have the ability to train workers rapidly in new skills.

Manpower has developed two new training products – Skillware and Ultradex. The former is a word-processing system designed to train employees on 10 different types of software and in eight different languages; the latter is a system for testing the dexterity of industrial workers. Further money has been spent on developing the ability to train third parties in their own premises.

"Over the next three years, our spending commitment on training will be around £50m," says Mr Berry. "We want to become one of the main training forces in the UK over the next five years."

There are also a host of minor factors which prevented Blue Arrow from matching the early forecasts – for example, the cleaning business, which contributed around £2m a year, was sold and October's stock market crash prevented the company making the small, niche acquisitions that would have added a few extra millions to the final total.

Mr Berry admits part of the responsibility for the City's misconceptions. "We didn't communicate as well as we should with the analysts," he says. But he is keen to deny the wilder rumours.

He has no knowledge of any SEC or UK Department of Trade and Industry investigations and he has received no takeover approaches. Adia, the Swiss employment group which was a rival during the Manpower bid, has been mentioned as a potential suitor but he is confident it will not be bidding.

Nor does he have any personal financial problems – despite the money he borrowed last year to take up his rights. At current prices, his holding in Blue Arrow alone is worth around £14m, substantially more than the £8m loan.

County's position as a major stakeholder and his financial adviser is a cause for concern. "County owning all that stock does make life very difficult," he admits. "There is a perception that there is a potential conflict of interest." He does not intend to drop County but he says that "if something big did happen, we'd take alternative advice".

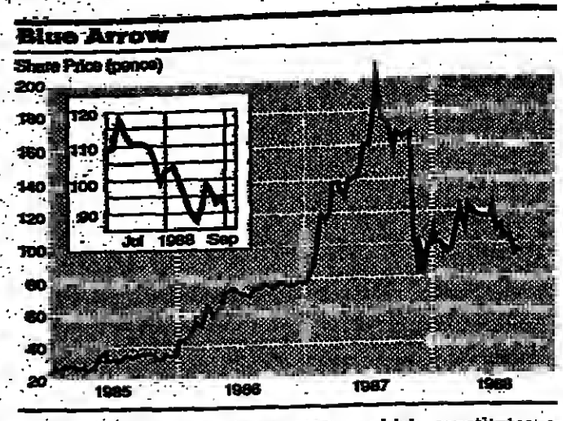
There is definitely no split, he says, between himself and Mr Mitchell Fromstein, Manpower's chief executive. "Fromstein has been very supportive," he says, and indeed Manpower is one of the fastest-growing parts of the group, providing three-quarters of the interim pre-tax profits.

One policy which Blue Arrow frequently mentioned in justifying its bid for Manpower, was the gains to be made from moving the group into permanent placement. However, Phillips & Drew in the research note containing the lower forecast, said that the US company had been entering into permanent placement at a slower rate than anticipated.

Mr Berry rejects the criticism. "When we met the Manpower management, we found that they had their own perception of how they would move into permanent placement and they are now doing so."

Blue Arrow firmly believes that, as the world's largest employment agency, it is onto a winner. Mr Berry quotes estimates that the world employment services sector will double in size over the next four years.

"The temporary employment business is not just about shorthand typists," says Mr Berry. "Permanent workforces have been slimmed down and industry is putting all kinds of work out to contract. The pattern of work is changing all over the world, even in Japan."



But some analysts question Mr Berry's optimism. They say that, despite structural shifts in favour of the employment services sector, it is still vulnerable to economic cycles.

Mr Brian Sturgess and Mr Andrew Mills of Barclays de Zoete Wedd argue that growth in total employment will continue to be the major factor determining the future of the industry – and the capacity utilisation of the labour force in the US is currently at an all-time high of 87.4 per cent.

In addition, the BZW team maintain that "the increase in the use of temporaries has not been across the economy. It has been concentrated on those firms which are traditionally highly intensive users of temporary labour."

There may also be a demographic problem for the employment services sector – in both the UK and the US, there is expected to be a substantial shortfall in workers aged between 16 and 24, an age sector which constitutes a higher-than-average proportion of temporary employees.

Such long-term factors are likely to have a much greater impact on the prospects for Blue Arrow than the problems within the group that have been the subject of recent speculation. The only Blue Arrow business which is making a loss is Richards, the US executive recruitment consultancy, which was heavily concentrated in the now crash-affected employment services sector.

The US businesses which Blue Arrow bought before Manpower are behind plan, but still ahead of last year. "Because of the Manpower acquisition, they were slightly swamped," says Mr Berry. However, the operations have been integrated under the Blue Arrow brand-name since July 1, a move which he expects to bring long-term benefits.

In any case, Richards and the other non-Manpower US businesses are very small in relation to the whole company. But nevertheless, explaining away problems is an unusual task for Mr Berry, well-known for his assiduous cultivation of the financial press and the City.

Pavion falls to losses of £5.4m

By Clare Pearson

PAVION INTERNATIONAL, troubled US cosmetics manufacturer with a USM quota, yesterday disclosed it had fallen into pre-tax losses of £5.42m – giving rise to 9.1p losses per ordinary share – when it finally announced its results for the year to February 29. This compared with pre-tax profits of £537,000 in 1986-87.

The main factor depressing profits was a £6.12m exceptional charge for the adverse effect of exchange rates on the value of its Wet 'n' Wild cosmetics trademark. When Pavion reversed into Sangers in 1985 the enlarged group did not have sufficient reserves to write off goodwill. It has treated the trademark as an intangible asset which it amortises.

Operating margins on Pavion's cosmetics business were also lower in 1987-88. Pavion blamed this on continued intense competition in the bargain end of the US market.

Yesterday's announcement came after Pavion had twice delayed publishing the figures, originally due on July 28. Stock Exchange rules require announcement of results not more than six months after the end of the period they cover.

The company said it had not been able to announce its results before yesterday because it was awaiting confirmation that certain necessary borrowing facilities were in place.

"There is nothing sinister about this," said Mr Ray Way, chairman. "When you are a British public company with all your assets in the US, these things can take time." Net short-term borrowings stood at £300,000 at the end of the period.

It was necessary that new borrowing facilities be arranged partly because the company intends to launch a new range of beauty products which it hopes will take it into higher-margin areas.

The cosmetics business, which accounted for about £22m of total turnover of £25.83m (£28.78m), made operating profits of £1.9m (£3.17m). Thermex-Thermatron, the US industrial heater manufacturer, was described as having a good year. It made pre-tax profits of £335,000 (£305,000).

Tax was sharply higher at £729,000 (£345,000). Mr Way said the company was trying to reduce the charge. Exchange losses amounted to £146,000 (£110,000).

The shares, suspended on July 28 at 8.5p, return to trading on Monday.

Granada sells off further ERG assets

By Nikki Tait

Granada, the TV, leisure and business services company, continues to sell on unwanted parts of the Electronic Rentals Group which it took over for £250m at the end of 1987.

The latest disposals, the ERG television rental businesses in Australia and Hong Kong, are being bought for some £13m in cash by Thorn EMI, the electronic company and Granada's main rival in the domestic rental market. Thorn will also take on some borrowings, but these will not exceed £1m.

The deal will give Thorn about 55 per cent of the Australian rental market. It already has some 80 outlets, and the acquisition will add an additional 24. In terms of rental units, Thorn's existing base of 178,000 will rise by a further 60,000.

The Hong Kong rental market is very small, accounting for only 2 per cent of the total television market there. Thorn and ERG are the only significant players, sharing that market roughly equally. Thorn currently has eight outlets and ERG will bring in another nine. The number of rental units rises by 18,000 to almost 40,000.

Profits for the two businesses are not being disclosed. Net assets are put at £7m.

Since the ERG takeover, Granada has been steadily rationalising the business, and has already sold ERG's camping and leisure subsidiaries and its 15 Connect stores in Northern Ireland.

Wereldhave/Peachey

Wereldhave, Dutch property group which claimed control of Peachey Property Corporation following an increased bid and some rapid stock market purchases on Wednesday, plans to post its revised offer document to shareholders this weekend. The Peachey board is expected to release a statement early next week.

More O'Ferrall rises and outlines Superlite plans

By Clay Harris

MORE O'FERRALL, the outdoor advertising group which includes Adshel, yesterday unveiled a profits advance of nearly 25 per cent for the six months to June 30 and said forward orders were well ahead of last year.

The pre-tax total of £3.45m (£2.77m) was achieved on turnover ahead to £19.6m (£17.1m). With earnings per share rising to 8.8p (6.9p), the interim dividend is increased by a third to 2.4p (1.8p).

Superlite, the group's back-illuminated poster hoarding on bus shelters, is due to make its provincial debut on October 3. On that day, More O'Ferrall will commission 2,500 sites – each with two poster panels – throughout the UK, in addition to a second 600-site network in Greater London, where the initial 600 Superlite hoardings were fully booked in every month except January.

Mr Russell Gore-Andrews, chairman, said yesterday that by the end of 1988, one-quarter of Adshel's 13,000 shelters would have been converted to Superlite. Capital investment reached $4m in the first half, close to the full-year total in 1987, and was continuing at a similar pace in the current six months.

The only black spot was the small Irish operation, where operating profits fell by 50 per cent because of the weak economy. The contribution from France and Belgium crept ahead in sterling terms despite adverse currency movements.

● COMMENT

More O'Ferrall's effort – in league with other contractors – to establish posters as something more than a commodity medium proceeds apace. In dark January, it filled Superlites with house posters rather than discount its rate-card – which imposes an 80 per cent premium for only 40 per cent more space. This hard line can hardly be said yet to apply for other sizes, although the industry has recovered well from the price-cutting which obtained during the 1985-86 death throes of London & Continental as an independent company. Superlite's main contribution is yet to come – much of the running in the first half came from 48-sheet posters (12 times the size of an Adshel hoarding). The shares are still reasonable value even after an August advance which lifted the prospective multiple from 10 to nearly 11.5, assuming pre-tax profits of £6.6m for the full year. But it doesn't take much buying to move the price a lot, as shareholders – led by 3i with 26 per cent – have been loyally loath to part with stock.

Doctus acquires Roevin Group

By Vanessa Houlder

Doctus, the consultancy group formed when Doctus Management Consultancy reversed into Smith Whitworth a year ago, yesterday announced the acquisition of the Roevin Group, for a maximum of £4.5m in shares.

Roevin, which is comprised of Roevin and KPJ Design, supplies technical, manpower and project management services to the chemical, process and construction industries.

Roevin made pre-tax profits of £398,000 on turnover of £27.9m in the year to March 31.

The initial payment for the deal is 2.7m shares valued at £2.3m assuming a share price of 95p, which will be followed by two further payments dependent on profits.

There will be an offer of 1.4m shares – made up of 1.2m shares not being retained by the vendors and 236,409 shares to pay for expenses – at 86p per share.

Honorbilt in cash call and leisurewear purchase

By Alice Rawsthorn

HONORBILT GROUP, the clothing designer and distributor headed by Mr Harold Tilman, is expanding its leisurewear interests with the acquisition of Gallini for up to £3.2m in shares. After the acquisition, Pentland Industries will become a minority shareholder in Honorbilt.

The company, which joined the Third Market last year, also unveiled plans for a rights issue to raise £2.7m and announced an increase in pre-tax profits to £544,000 (£156,000) during the year to April 30.

Since going public it has staged a series of acquisitions, of which Gallini is the fifth. Honorbilt will make an initial payment of £2m and a further performance-related payment of £1.2m, both in shares.

Pentland Industries, the clothing and footwear group which holds 25 per cent of Gallini's equity, will have a 21 per cent interest in Honorbilt.

Gallini, which had sales of over £6m last year, has suffered a loss for the last two financial years but is now trading profitably, according to Mr Tilman. It will be merged with Rythmic and Mirage, two leisurewear businesses bought by Honorbilt earlier this year.

The rights issue is intended to raise capital to reduce borrowings and expand the business. It is issuing 14.4m new shares, on a three-for-eight basis, at 20p a share. Its share price was unchanged at 39p yesterday.

Sales rose to £14m (£11.9m) during the year. Earnings per share increased to 1.11p (0.47p). There will be no dividend.

All figures for the 1986/87 financial year have been restated to include the acquisitions. Mr Tilman said that the full benefit of those would be reflected in the current year.

Menvier-Swain Dutch purchase

By Clay Harris

Menvier-Swain Group, Britain's largest manufacturer of emergency lighting, is moving into continental Europe with the acquisition of Blessing, Dutch lighting company, for Fl 9.7m (£2.7m) in cash.

Mr Roger Fletcher, managing director, said the deal was the first of several intended to extend Menvier-Swain's sales on the continent, which at present were negligible.

Products made for the continental market, however, were likely to be manufactured at Blessing's Breda factory which was operating at only about half its capacity. Menvier-Swain's UK factories, by contrast, were nearing saturation ahead of the completion of a new facility at Banbury early next year.

About 95 per cent of Blessing's sales are in the Netherlands, most of the rest going to Belgium. It claims about 20 per cent of the Dutch emergency lighting market, about the same as two other independent groups.

In the year to April, Blessing it made pre-tax profits of FL 1.35m on turnover of about Fl 7m. The UK company is financing part of the acquisition through a Fl 6m bank loan.

Ruberoid forecasts at least £16m

By Clay Harris

RUBEROID, the building materials group fighting a £127m takeover bid from the housebuilder Raine Industries, yesterday forecast pre-tax profits of at least £16m this year, a 61 per cent increase over the £10.2m achieved in 1987.

In addition, Ruberoid said, property sales would contribute pre-tax profits of £6.7m.

Ruberoid also plans to pay a final dividend of at least 4.85p to raise the total to 6p. This would be an advance of 43 per cent over the 4.2p total in 1987.

Raine and its associates meanwhile increased their total interest in Ruberoid to about 15 per cent through market purchases yesterday.

Ruberoid said a reappraisal of its properties – excluding the two which had been sold – indicated a £4.8m increase in value since the end of 1986 to a total of £18.1m.

It dismissed Raine's offer valuing Ruberoid at 12.9 times prospective earnings – excluding the property profits – as "derisory for a company which is a European market leader and the leading brand name in flat roofing products." If profits on property disposals were included, the multiple fell to 7.4 per cent.

According to Mr John Roberts, Ruberoid chief executive, the main points in the latest document included a repudiation of the claim that Ruberoid had failed to take advantage of the construction boom.

Jobs about a "veteran" management were also unjustified; the 10 top operating executives had an average age of 45. Moreover, the functions of Ruberoid's group financial controller were identical to those of a finance director, the lack of which Raine has criticised. The bidder also did not have international marketing experience.

Mr Peter Parkin, Raine chief executive, accused Ruberoid of "scraping the barrel". On a full tax charge, he said, Raine's offer would value the target at 15 times earnings. He welcomed the property sales as disposals of under-used assets but questioned the inclusion of capital sales in any calculation of an exit multiple.

The profits forecast, Ruberoid's last opportunity to present new information before the bid closes on September 14, was released yesterday shortly after the market closed.

Ruberoid's shares had finished 1p lower at 251p, 3p below Raine's cash terms. With Raine's shares also falling to 86p, the value of its main shares-and-cash offer has declined to 238p.

Stakes in Empire lifted

By Fiona Thompson

TWO CONTINENTAL European companies have lifted their stakes in Empire Stores, the Bradford-based mail order group, to a joint total of 50 per cent.

La Redoute, the leading French mail order group, has increased its holding to 25.79 per cent, and Gecos, an Italian retailer, has boosted its stake to 24.21 per cent.

Gecos has been a shareholder in Empire since 1984 and Dr Tito Bastianello, chairman of Gecos, is a non executive director.

La Redoute acquired its initial 19.9 per cent holding in Empire this past July, purchasing it from Vender, a Dutch retail group, which had in turn bought it from GUS in 1984.

Mr John Gratwick, Empire chairman, said last night there was no question that La Redoute and Gecos were acting in concert to launch a bid. The 50 per cent total was "intriguing but not significant".

Empire shares closed 4p up last night at 244p.

FT-ACTUARIES WORLD INDICES

Jointly compiled by the Financial Times, Goldman, Sachs & Co., and Wood Mackenzie & Co. Ltd., in conjunction with the Institute of Actuaries and the Faculty of Actuaries

NATIONAL AND REGIONAL MARKETS	THURSDAY SEPTEMBER 1 1988					WEDNESDAY AUGUST 31 1988			DOLLAR INDEX		
Figures in parentheses show number of stocks per grouping	US Dollar Index	Day's Change %	Pound Sterling Index	Local Currency Index	Gross Div. Yield	US Dollar Index	Pound Sterling Index	Local Currency Index	1988 High	1988 Low	Year ago (approx)
Australia (86)	139.33	−2.7	123.43	116.25	4.01	143.23	126.10	118.55	152.31	91.16	168.10
Austria (16)	86.16	−0.2	76.33	84.10	2.49	86.36	76.03	84.34	98.18	83.72	98.32
Belgium (63)	111.44	+0.4	98.72	109.51	4.61	110.99	97.71	109.48	139.89	99.14	134.29
Canada (128)	117.03	−0.5	103.68	104.82	3.27	117.67	103.59	105.61	128.91	107.06	136.81
Denmark (39)	120.62	+0.1	106.86	118.16	2.52	120.54	106.13	118.25	132.72	111.42	123.16
Finland (26)	116.67	−0.2	103.36	109.21	1.57	116.94	102.95	109.36	139.53	106.78	—
France (128)	89.13	−0.6	78.97	89.06	3.65	89.66	78.93	89.73	99.62	72.77	116.57
West Germany (100)	73.53	−1.0	65.15	71.64	2.58	74.29	65.40	72.51	80.79	67.78	104.29
Hong Kong (46)	99.26	−0.6	87.94	99.47	4.57	99.81	87.87	100.01	111.86	84.90	147.36
Ireland (18)	127.17	+0.2	112.67	125.49	3.78	126.92	111.74	125.37	144.25	104.60	145.31
Italy (100)	70.31	+0.2	62.29	73.31	2.74	70.16	61.77	73.11	81.74	62.99	87.71
Japan (456)	152.47	−1.7	135.08	131.46	0.55	155.11	136.56	133.83	177.27	133.61	149.67
Malaysia (36)	133.54	−0.6	118.31	137.89	2.69	134.28	118.22	138.32	154.17	107.83	168.42
Mexico (13)	152.09	+0.3	134.74	380.22	1.43	151.66	133.52	379.14	180.07	90.07	374.62
Netherland (38)	99.71	−0.9	88.33	96.34	4.76	100.58	88.55	97.35	110.66	95.23	127.48
New Zealand (20)	70.70	−4.0	62.63	62.41	6.00	73.67	64.86	63.66	84.05	64.42	128.72
Norway (25)	110.10	−0.1	97.54	103.60	2.89	110.26	97.07	103.64	132.23	98.55	177.38
Singapore (26)	118.57	−0.2	105.05	111.69	2.36	118.83	104.62	111.93	135.89	97.99	163.71
South Africa (60)	110.00	−0.6	97.45	86.65	4.97	110.64	97.41	86.37	139.07	109.87	187.41
Spain (43)	139.10	−0.7	123.23	131.15	3.45	140.09	123.33	131.86	164.47	130.73	158.99
Sweden (35)	111.81	−0.3	99.05	107.26	2.66	112.17	98.75	107.61	125.50	96.92	128.52
Switzerland (55)	74.13	−0.7	65.67	72.68	2.35	74.63	65.70	73.33	86.75	74.13	109.62
United Kingdom (324)	120.66	−2.0	106.89	106.89	4.75	123.09	108.36	108.36	141.18	120.66	153.91
USA (580)	105.69	−1.2	93.63	105.69	3.76	106.96	94.17	106.96	112.47	99.19	130.80
Europe (1010)	98.99	−1.2	87.70	92.84	3.92	100.20	88.22	93.77	110.82	97.01	127.98
Pacific Basin (670)	149.80	−1.7	132.71	129.53	0.77	152.42	134.19	131.84	172.26	130.81	150.20
Euro-Pacific (1680)	129.49	−1.6	114.72	114.90	1.74	131.55	115.81	116.67	147.53	120.36	141.38
North America (708)	106.29	−1.2	94.16	105.66	3.73	107.53	94.66	106.90	113.29	99.78	131.12
Europe Ex. UK (686)	85.44	−0.6	75.69	84.21	3.22	85.92	75.64	84.79	92.99	80.27	111.89
Pacific Ex. Japan (214)	117.65	−2.0	104.23	105.40	4.17	120.06	105.70	106.91	128.27	87.51	156.77
World Ex. US (1881)	128.89	−1.5	114.19	114.40	1.82	130.88	115.22	116.11	146.49	120.26	141.87
World Ex. UK (2137)	119.79	−1.4	106.12	111.82	2.24	121.43	106.91	113.39	131.77	111.77	135.94
World Ex. So. Af. (2401)	119.91	−1.4	106.23	111.51	2.45	121.63	107.08	113.09	132.39	113.26	137.21
World Ex. Japan (2005)	104.24	−1.2	92.35	101.16	3.83	105.51	92.89	102.28	112.43	100.00	131.74
The World Index (2461)	119.85	−1.4	106.18	111.35	2.46	121.56	107.02	112.91	132.38	113.37	137.53

Base values: Dec 31, 1986 = 100; Finland: Dec 31, 1987 = 115.037 (US $ index), 90.791 (Pound Sterling) and 94.94 (Local).

Copyright, The Financial Times, Goldman, Sachs & Co., Wood Mackenzie & Co. Ltd.1987

Latest prices were unavailable for this edition.

ECONOMIC DIARY

TODAY: Singapore general elections. An International "rice think tank" meets in the Philippines to discuss world rice demands in the years 2000 and 2020.

TOMORROW: International exhibition and air display at Farnborough (until September 11). East-West trade fair opens in Leipzig (until September 10).

MONDAY: Retail sales (June-final). Credit business (July). TUC congress opens in Bournemouth. Postal charges increased. US and Canada Labor Day holiday. Non-aligned foreign ministers meet in Nicosia (until September 10). British Association for the Advancement of Science annual conference in Oxford (until September 9). Lord King, British Airways chairman, to open management school at University of Leicester. Extraordinary shareholders meeting of Societe Generale de Belgique in Brussels to formalise the end to the battle for control and the change in management structure. Trial of key figures in Agrokomerc promissory notes scandal resumes in Bihac, Yugoslavia. Court sentence on younger brother of former President Chun Doo Hwan, who is accused of involvement in multi-million dollar corruption.

TUESDAY: European Commmunity Co-operation Council meets in Athens (until September 7). Board meeting of Super Channel; the ITV companies that are the channel's main shareholders are expected to make clear that they want to get out of the venture if they can get a fair price.

WEDNESDAY: Advance energy statistics (July). Employment Gazette: including a detailed analysis of employment, unemployment, earnings, prices and other indicators. European Community Fisheries Council has informal meeting in Athens (until September 8).

THURSDAY: CBI/FT survey of distributive trades (August). European Community agriculture ministers meet in Athens (until September 10). Budesbank Council meeting. Hungarian Communist Party chief Grosz on visit to East Berlin (until September 9). CBI conference on "Improving your sales to the Ministry of Defence" at Centre Point, London WC1. US capital spending (second quarter).

FRIDAY: Construction statistics (second quarter). United Kingdom National Accounts 1988 edition (CSO Blue Book). US producer price index (August).

TRADING VOLUME IN MAJOR STOCKS

The following is based on trading volume for Alpha securities dealt through the SEAQ system yesterday until 5 pm.

Stock	Volume 000's	Closing Price	Day's change	Stock	Volume 000's	Closing Price	Day's change	Stock	Volume 000's	Closing Price	Day's change	Stock	Volume 000's	Closing Price	Day's change
ASDA Group	2,700	145½	−½	Cons. Gold	1,200	18		Land Securities	1,000	548	+9	Rothmans "B"	399	413	+2½
Abbey Life	3,700	297	−½	Cookson	354	242	+5	Laporte	160	400	+1	Royal Bank Scotland	382	340	+6
Allied-Lyons	900	391	+3	Courtaulds	657	306½	+3	Legal & General	944	296	+2½	Royal Insurance	1,700	389	+10
Amstrad	1,400	203	+½	Dalgety	220	327	+2	Lloyds Bank	1,200	289	+1	STC	1,100	251½	+4
Argyll Group	2,000	171½	+1½	Dee Corporation	471	171½	+2	LASMO	2,800	394	+12	Saatchi & Saatchi	51	339	
Assoc. Brit. Foods	514	299	+1	Dixons	823	150	+1	Lonrho	8,000	252	+2	Sainsbury	452	207½	+1½
BAA	941	257½	+3½	Eng. China Clays	650	449	+7	Lucas	341	518	+6	Scott & Newcastle	2,600	334½	+3½
BAT	2,000	434		Enterprise Oil	1,300	493	+16	MEPC	708	526	+5	Sears	11,000	129	+1
BET	1,500	219	+5	FKI Babcock	3,700	117	+2	Marks & Spencer	4,200	152	+1½	Shell Transport	1,700	993	+7
BICC	388	334	+4	Fisons	403	231	+2	Maxwell Comm.	821	198	+3	Siebe	328	364	+1½
BOC	823	395	+4	General Accident	286	877	+5	Metal Box	848	211	+6	Slough Estates	1,100	289	+7
BPB Inds	944	266	+2	General Elect.	4,700	152½	+1½	Midland Bank	256	392	+3	Smith & Nephew	2,700	132½	+2½
BTR	1,400	262	+2	Glaxo	334	956	+22	NatWest Bank	1,000	527	+5	Standard Chart.	1,400	485	−8
Barclays	5,800	397	+6	Globe Investment	77	137	+1	Next	1,000	282	+1	Storehouse	3,200	197	−1
Bass	486	740	+2	Glynwed	911	285	+3	Northern Foods	803	264	−3	Sun Alliance	1,100	941	−5
Beecham	2,000	463½	+5½	Granada	75	286	+1	Pearson	137	714	+9	T & N	252	171	+1
Blue Arrow	2,800	91	+½	Grand Met	920	490½	+2½	Pearl Group	4,700	474	+5	TSB	7,100	97½	−2
Blue Circle	1,600	422½	+10½	GUS "A"	108	£18½		P & O	322	557	+3	Tarmac	954	286	−1
Boots	3,400	203	+2	Guardian R.E.	466	176	+5	Pilkington	1,200	299	+2½	Tate & Lyle	309	815	+8
Brit. Airways	850	149	+3	GKN	1,200	312	+6	Plessey	1,900	153	+1½	Tesco	251	140½	+2
Brit. Aerospace	1,600	401	+1	Guinness	1,800	309	+5	Prudential	2,800	151	+2½	THORN EMI	1,500	621	−2
Brit. & Comm.	614	217	+1	Hammerson	18	616	+4	Racal	4,800	292½	−1	Trafalgar House	805	388	+4
British Gas	5,100	173½	+2½	Hanson	4,400	139½	+2	Rank Org.	120	652	−3	Trusthouse Forte	2,000	234	+4
British Land	726	388	+5	Harrisons & Crsf.	262	621	+16	RMC	212	449	+4	Ultramar	1,100	251	+3
BP	5,200	242½	+4½	Hawker Siddeley	1,300	505	+3	RHM	4,000	375	−12	Unilever	1,300	441	+5
Brit. Telecom	2,000	228	+1	Hillsdown Hldgs	600	261½	+2½	Reckitt & Colman	284	893		United Biscuits	986	265	+3½
Burmah Oil	636	513	+2	IMI	1,500	185	+8	Redland	82	398	+2	United News.	228	389	+2
Burton	2,000	195½	−2½	ICI	2,300	£10¼	+¼	Reed Intl.	743	402	+9	Wellcome	852	480	+1
Cable & Wireless	513	365	+6	Inchcape	712	282½	+4½	Reuters "B"	489	474	+2	Whitbread "A"	988	274	+2
Cadbury Schweppes	1,000	352½	+½	Jaguar	1,400	245	+4	RTZ	1,100	420	+7	Williams Holdings	741	283	+3
Coats Viyella	1,000	211	+5	Ladbroke	1,300	428½	+2½	Rolls-Royce	2,900	128	+1	Wimpey	774	286	+4½
Commercial Union	1,800	336	+4									Woolworth	561	234	+2

FT-ACTUARIES SHARE INDICES

	EQUITY GROUPS & SUB-SECTIONS	Friday September 2 1988						Thu Sep 1	Wed Aug 31	Tue Aug 30	Year ago (approx)	Highs and Lows Index			
												1988		Since Compilation	
	Figures in parentheses show number of stocks per section	Index No.	Day's Change %	Est. Earnings Yield% (Max.)	Gross Div. Yield% (Act. at (25%))	Est. P/E Ratio (Net)	xd adj. 1988 to date	Index No.	Index No.	Index No.	Index No.	High	Low	High	Low
1	CAPITAL GOODS (210)	752.18	+0.9	10.76	4.28	11.53	17.16	745.18	759.34	757.54	962.26	826.39 0/8	706.80 8/2	1038.07 16/7/87	50.71 13/12/74
2	Building Materials (29)	950.19	+0.9	12.04	4.48	10.20	21.41	942.05	961.66	952.54	1208.77	1058.10 5/8	937.68 8/2	1381.08 16/7/87	44.27 11/12/74
3	Contracting, Construction (37)	1492.88	+0.9	11.24	3.61	11.61	27.59	1478.49	1509.33	1504.82	1727.12	1626.89 0/8	1385.83 4/1	1951.58 16/7/87	71.48 2/12/74
4	Electricals (12)	2068.62	+0.7	9.05	4.86	13.59	49.65	2053.59	2081.72	2070.37	2480.43	2241.96 5/8	1946.87 6/4	2733.45 20/7/87	84.71 25/6/62
5	Electronics (30)	1637.99	+0.8	10.63	3.78	12.13	40.30	1624.51	1660.58	1660.83	2031.65	1790.32 8/8	1423.66 9/2	2236.70 17/7/87	1229.01 8/10/85
6	Mechanical Engineering (58)	398.39	+0.9	10.23	4.37	12.10	9.23	394.99	401.15	399.68	519.53	437.20 8/8	367.20 0/2	544.57 14/10/87	45.43 5/1/75
8	Metals and Metal Forming (7)	452.74	+1.9	10.42	4.19	11.87	7.95	444.19	450.58	452.92	572.52	509.92 14/7	424.40 19/2	596.67 9/10/87	49.65 6/1/75
9	Motors (14)	263.29	+1.5	12.36	5.00	9.34	6.62	259.47	264.48	263.89	304.75	295.13 10/3	259.47 1/9	411.42 11/10/87	19.91 6/1/75
10	Other Industrial Materials (23)	1230.03	+0.9	9.56	4.66	12.52	28.49	1218.95	1239.93	1244.51	1666.57	1350.59 4/8	1191.01 8/2	1736.80 22/9/87	277.55 15/1/81
21	CONSUMER GROUP (185)	1027.26	+0.8	9.63	3.87	13.11	19.26	1019.23	1035.22	1036.45	1311.41	1118.61 8/8	996.56 8/2	1406.32 16/7/87	61.41 13/12/74
22	Brewers and Distillers (21)	1065.39	+0.7	10.97	5.82	11.50	20.84	1057.75	1071.55	1069.21	1170.99	1141.54 15/6	951.87 8/2	1269.35 16/7/87	69.47 13/12/74
25	Food Manufacturing (21)	923.15	+0.5	9.49	4.03	13.45	17.95	918.87	935.34	935.77	1014.29	1016.66 1/8	883.48 6/4	1092.25 16/7/87	59.67 11/12/74
26	Food Retailing (16)	1879.54	+0.8	9.21	3.55	14.33	38.49	1865.44	1897.09	1907.42	2438.32	2179.42 10/3	1865.44 1/9	2649.96 16/7/87	54.25 11/12/74
27	Health and Household (12)	1781.09	+0.9	7.08	2.75	16.59	18.81	1764.95	1778.84	1777.65	2468.21	1927.94 18/3	1708.33 13/1	2699.85 16/7/87	175.38 28/5/80
29	Leisure (30)	1276.69	+0.6	9.69	4.00	13.24	28.32	1268.75	1293.16	1291.12	1383.36	1395.36 8/8	1142.19 4/1	1504.79 11/10/87	54.83 9/1/75
31	Packaging & Paper (17)	495.43	+1.9	9.92	4.18	12.93	9.98	486.34	488.74	488.83	683.72	540.00 8/8	473.11 6/4	739.48 16/7/87	43.46 6/1/75
32	Publishing & Printing (18)	3312.39	+1.2	8.61	4.61	14.58	73.53	3271.92	3326.19	3311.19	4744.96	3647.52 8/8	3265.99 25/4	5070.66 5/10/87	55.08 6/1/75
34	Stores (34)	733.26	+0.6	11.32	4.52	11.62	15.08	729.13	745.26	752.38	1072.18	859.85 28/1	729.13 1/9	1160.58 29/7/87	52.63 8/1/75
35	Textiles (16)	545.37	+1.5	12.67	5.01	9.26	12.65	537.09	548.61	545.99	823.48	620.72 27/4	537.09 1/9	914.52 2/10/87	62.66 11/12/74
40	OTHER GROUPS (93)	861.50	+0.7	11.56	4.58	10.57	19.92	855.67	865.38	864.97	1135.62	918.89 1/7	834.42 8/2	1192.40 8/10/87	58.63 6/1/75
41	Agencies (19)	1042.07	—	8.70	2.66	14.53	18.11	1041.97	1055.82	1055.05	1696.37	1219.02 18/3	1016.74 8/2	1795.57 17/7/87	870.35 4/12/87
42	Chemicals (21)	1023.48	+0.9	12.48	4.96	9.62	35.79	1014.45	1022.57	1019.25	1478.17	1121.06 6/1	971.71 5/4	1545.46 5/10/87	71.20 1/12/74
43	Conglomerates (13)	1172.93	+1.1	10.87	4.61	10.61	22.91	1159.81	1166.27	1159.60	1445.83	1243.92 5/8	1095.37 4/1	1547.01 8/10/87	975.19 10/11/87
45	Shipping and Transport (12)	1840.52	+0.8	11.70	4.89	11.31	34.38	1826.67	1854.07	1859.62	2255.47	1992.59 23/3	1718.96 4/1	2497.85 16/7/87	90.80 29/8/62
47	Telephone Networks (2)	910.76	+0.7	12.20	4.89	10.64	20.38	904.43	918.62	920.72	1080.57	1011.82 1/7	888.24 11/1	1274.14 9/6/87	517.92 30/11/84
48	Miscellaneous (26)	1183.12	+0.2	11.57	4.38	9.88	24.64	1180.54	1195.75	1196.46	1666.12	1217.48 23/3	1096.28 19/5	1773.70 5/10/87	60.39 6/7/75
49	INDUSTRIAL GROUP (488)	922.36	+0.0	10.47	4.17	11.89	19.41	915.86	929.12	928.92	1188.26	998.43 8/8	887.00 0/2	1268.86 16/7/87	59.01 13/12/74
51	Oil & Gas (12)	1722.20	+1.6	10.97	6.28	11.70	64.62	1695.91	1703.95	1707.33	2247.56	1881.96 21/6	1695.91 1/9	2458.68 16/7/87	87.23 29/5/62
59	500 SHARE INDEX (500)	990.18	+0.9	10.54	4.47	11.86	23.20	981.32	994.95	995.83	1278.19	1070.40 8/8	958.79 5/2	1369.88 16/7/87	63.49 13/12/74
61	FINANCIAL GROUP (122)	663.60	+0.9	—	5.28	—	18.46	657.71	667.58	665.93	819.97	728.68 14/6	630.82 0/2	896.67 13/10/87	55.88 13/12/74
62	Banks (8)	634.21	+0.6	22.57	6.88	5.94	25.83	630.57	639.71	638.21	810.74	696.53 21/7	610.26 7/4	898.38 16/7/87	62.44 12/12/74
65	Insurance (Life) (8)	988.42	+1.1	—	5.12	—	24.97	977.63	996.80	1003.75	1128.72	1098.17 1/8	938.43 9/2	1285.72 9/10/87	44.88 2/1/75
66	Insurance (Composite) (7)	521.38	+1.3	—	5.99	—	15.67	514.76	528.47	521.78	628.81	567.92 10/6	481.43 8/2	707.58 11/10/87	43.96 13/12/74
67	Insurance (Brokers) (7)	935.63	+1.6	10.29	6.81	12.55	51.74	921.33	941.75	935.14	1229.32	1022.51 27/6	823.41 6/4	1399.56 17/7/87	65.86 16/12/74
68	Merchant Banks (11)	329.99	+0.4	—	4.34	—	7.08	328.57	335.57	335.28	493.76	378.23 9/6	328.57 1/9	547.59 12/10/87	31.21 7/1/75
69	Property (51)	1153.30	+1.2	5.72	2.82	22.39	15.10	1139.86	1153.97	1140.42	1264.12	1258.31 15/6	975.44 4/1	1374.86 16/7/87	56.01 20/4/65
70	Other Financial (30)	354.53	+0.2	18.94	5.49	11.49	9.54	353.89	360.46	360.76	561.04	401.37 22/3	353.89 1/9	603.48 16/7/87	33.29 17/12/74
71	Investment Trusts (78)	880.39	+1.0	—	5.20	—	13.49	871.89	885.31	886.27	1136.20	935.58 13/7	784.91 4/1	1207.90 5/10/87	71.12 13/12/74
81	Mining Finance (2)	510.69	+2.0	9.38	3.68	12.06	8.12	500.51	511.84	518.03	677.33	556.12 23/6	505.04 8/2	727.93 3/8/87	66.31 30/9/74
91	Overseas Traders (8)	1141.38	+1.3	10.08	4.89	11.66	35.31	1126.79	1135.50	1134.69	1224.27	1203.16 8/7	969.88 4/1	1364.12 13/10/87	97.37 6/1/75
99	ALL-SHARE INDEX (718)	906.74	+0.9	—	4.55	—	21.56	898.42	911.17	911.07	1161.14	978.58 8/8	870.19 8/2	1238.57 16/7/87	61.92 13/12/74
		Index No.	Day's Change	Day's High	Day's Low	Sep 1	Aug 31	Aug 30	Aug 26	Aug 25	Year ago				
	FT-SE 100 SHARE INDEX ‡	1746.9	+16.4	1746.9	1733.4	1738.5	1753.6	1754.8	1770.7	1780.2	2274.9	1879.3 22/6	1694.5 8/2	2443.4 16/7/87	986.9 23/7/84

FIXED INTEREST

	PRICE INDICES	Fri Sep 2	Day's change %	Thu Sep 1	xd adj. today	xd adj. 1988 to date
	British Government					
1	5 years	118.73	−0.08	118.83	—	7.93
2	5-15 years	133.40	−0.07	133.50	—	9.34
3	Over 15 years	143.95	−0.02	143.97	—	9.38
4	Irredeemables	161.73	−0.14	161.96	—	8.84
5	All stocks	131.27	−0.07	131.35	—	8.91
	Index-Linked					
6	5 years	125.98	−0.07	126.07	—	1.81
7	Over 5 years	119.93	−0.05	119.99	—	2.43
8	All stocks	120.25	−0.05	120.31	—	2.37
9	Debentures & Loans	115.18	−0.57	115.85	—	7.11
10	Preference	90.21	+0.17	90.06	—	3.61

	AVERAGE GROSS REDEMPTION YIELDS		Fri Sep 2	Thu Sep 1	Year ago (approx.)	1988 High		1988 Low	
	British Government								
1	Low	5 years	10.18	10.13	9.54	10.18	2/9	8.38	18/4
2	Coupons	15 years	9.73	9.72	9.82	9.83	13/1	8.90	10/4
3		25 years	9.40	9.40	9.66	9.57	13/1	8.82	18/4
4	Medium	5 years	10.56	10.49	10.33	10.56	2/9	8.75	18/4
5	Coupons	15 years	9.97	9.96	10.09	10.01	13/1	9.12	15/3
6		25 years	9.65	9.66	9.07	9.79	13/1	8.99	14/3
7	High	5 years	10.78	10.63	10.39	10.70	2/9	8.84	18/4
8	Coupons	15 years	10.10	10.09	10.27	10.16	13/1	9.26	15/3
9		25 years	9.65	9.65	9.90	9.82	13/1	9.03	15/3
10	Irredeemables†		10.09	10.01	9.80	10.09	2/9	8.65	18/4
	Index-Linked								
11	Inflation rate 5%	5yrs.	3.45	3.39	3.41	3.45	2/9	2.09	30/3
12	Inflation rate 5%	Over 5 yrs.	3.91	3.91	4.01	4.27	13/1	3.67	13/4
13	Inflation rate 10%	5yrs.	2.39	2.32	3.34	3.59	13/1	1.09	30/3
14	Inflation rate 10%	Over 5 yrs.	3.75	3.74	4.88	4.37	13/1	3.50	20/4
15	Debs &	5 years	11.51	11.38	11.31	11.51	2/9	10.16	24/5
16	Loans	15 years	11.31	11.21	11.31	11.31	2/9	10.51	19/4
17		25 years	11.21	11.15	11.31	11.21	2/9	10.51	19/4
18	Preference†		10.04	10.06	10.84	10.84	4/1	9.54	22/6

‡Opening index 1733.5; 10 am 1737.5; 11 am 1738.1; Noon 1737.8; 1 pm 1737.1; 2 pm 1739.8; 3 pm 1744.9; 3.30 pm 1742.9; 4 pm 1744.8

CONSTITUENT CHANGES: Atlantic Computers(5) has been deleted. Haden MacLellan Hldgs.(6) has been inserted. Lowndes Ventures(34) has changed to Lowndes Queensway.

Equity section or group	Base date	Base value	Equity section or group	Base date	Base value	Equity section or group	Base date	Base value
Agencies	31/12/86	1114.07	Overseas Traders	31/12/74	100.00	Mining Finance	29/12/67	100.00
Conglomerates	31/12/86	1114.87	Mechanical Engineering	31/12/71	153.84	All Other	10/4/62	100.00
Telephone Networks	30/11/84	517.92	Industrial Group	31/12/70	128.20	British Government	31/12/75	100.00
Electronics	30/12/83	1646.65	Other Financial	31/12/70	128.06	Do. Index-linked	30/4/82	100.00
Other Industrial Materials	31/12/80	287.41	Food Manufacturing	29/12/67	114.13	Debs & Loans	31/12/77	100.00
Health/Household Products	30/12/77	261.77	Food Retailing	29/12/67	114.13	Preference	31/12/77	76.72
Other Groups	31/12/74	63.75	Insurance Brokers	29/12/67	96.67	FT-SE 100 Index	30/12/83	1000.00

† Flat yield. A list of constituents is available from the Publishers, The Financial Times, Bracken House, Cannon Street, London EC4P 4BY, price 15p, by post 32p

BASE LENDING RATES

	%		%		%
ABN Bank	12	City Merchants Bank	12	NatWestminster	12
Adam & Company	12	Clydesdale Bank	12	Northern Bank Ltd	12
AAB - Allied Arab Bk	12	Comm. Bk. N. East	12	Norwich Gen. Trust	12
Allied Irish Bank	12	Co-operative Bank	*12	PRIVATbanken Limited	12
● Henry Ansbacher	12	Coutts & Co	12	Provincial Bank PLC	13
ANZ Banking Group	12	Cyprus Popular Bk	12	R. Raphael & Sons	12
Associates Cap Corp	10	Dunbar Bank PLC	12	Roxburghe G'rantee	11½
Authority Bank	12	Duncan Lawrie	12	Royal Bk of Scotland	12
● B & C Merchant Bank	12	Equatorial Bank plc	12	Royal Trust Bank	12
Banco de Bilbao	12	Exeter Trust Ltd	12½	● Smith & Williamson Secs.	12
Bank Hapoalim	12	Financial & Gen. Bank	12	Standard Chartered	12
Bank Leumi (UK)	11	First National Bank Plc	13	TSB	12
Bank Credit & Comm	12	● Robert Fleming & Co.	12	UDT Mortgage Exp	§11.45
Bank of Cyprus	12	Robert Fraser & Ptnrs.	12½	United Bk of Kuwait	12
Bank of Ireland	12	Girobank	12	United Mizrahi Bank	12
Bank of India	12	● Guinness Mahon	12	Unity Trust Bank Plc	12
Bank of Scotland	12	HFC Bank plc	12	Western Trust	12
Banque Belge Ltd	12	● Hambros Bank	12	Westpac Bank Corp.	12
Barclays Bank	12	Heritable & Gen Inv Bk	12	Whiteaway Laidlaw	12½
Benchmark Bank PLC	12	● Hill Samuel	§12	Yorkshire Bank	12
Berliner Bank AG	12	C. Hoare & Co.	12		
Brit Bk of Mid East	12	Hongkong & Shangh	12		
● Brown Shipley	12	● Leopold Joseph & Sons	12		
Business Mtge Tst	12½	Lloyds Bank	12		
CL Bank Nederland	12	Meghraj Bank Ltd	12		
Central Capital	12	Midland Bank	12		
● Charterhouse Bank	12	Mount Bnkg Corp.	12		
Citibank NA	12	Nat Bk. of Kuwait	12		

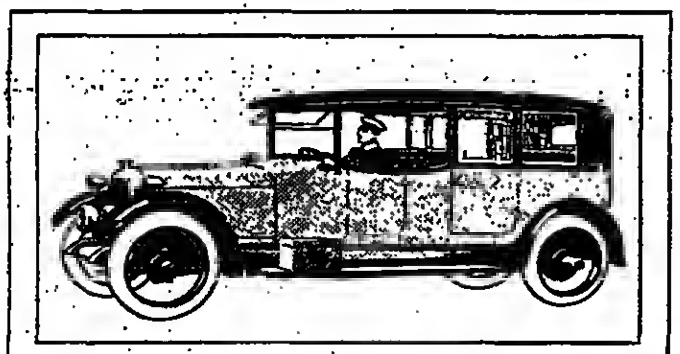
● Members of British Merchant Banking & Securities Houses Association. * 7 day deposits 4.38% Savewise 7.16%. Top Tier-£10,000+ instant access 9.0% § Mortgage base rate. § Demand deposit 7%. Mortgage 11.375% - 11.75%

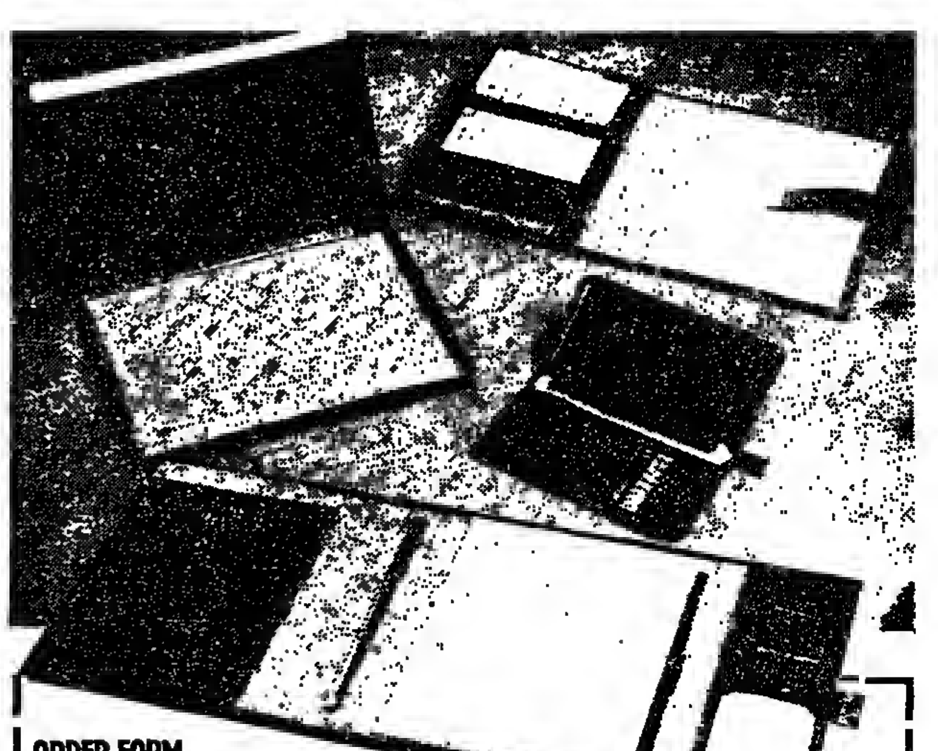
EUROPEAN OPTIONS EXCHANGE

Series		Nov. 88 Vol	Nov. 88 Last	Feb. 89 Vol	Feb. 89 Last	May 89 Vol	May 89 Last	Stock
GOLD P	$420	7	5.20	20	9	—	—	$429.10
GOLD P	$440	3	13	20	16	—	—	$429.10
		Sep. 88		Dec. 88		Mch. 89		
SILVER C	$950	—	—	—	—	100	12	$659
		Sep. 88		Oct. 88		Nov. 88		
EOE Index C	Fl 210	1	19 B	47	20.50	—	—	Fl 229.49
EOE Index C	Fl 220	64	11.50 A	—	—	3	15.50	Fl 229.49
EOE Index C	Fl 225	225	7.50	—	—	—	—	Fl 229.49
EOE Index C	Fl 230	479	4.40 A	91	8 A	16	10.50	Fl 229.49
EOE Index C	Fl 235	445	2.70	146	6	7	0	Fl 229.49
EOE Index C	Fl 240	131	1.50	176	5	—	—	Fl 229.49
EOE Index P	Fl 190	—	—	52	0.90	—	—	Fl 229.49
EOE Index P	Fl 215	40	0.80	—	—	—	—	Fl 229.49
EOE Index P	Fl 220	92	1.70	125	4.50	34	7.20	Fl 229.49
EOE Index P	Fl 225	294	2.90	131	5.50	8	9 A	Fl 229.49
EOE Index P	Fl 230	299	4.50	209	8	7	10.70	Fl 229.49
EOE Index P	Fl 235	156	7.80	17	10	—	—	Fl 229.49
EOE Index P	Fl 240	78	11.50	8	15	20	18 A	Fl 229.49
		Nov. 88		Feb. 89		May 89		
OBL Index C	Fl. 97.50	—	—	75	1.90 B	—	—	Fl. 99.22
OBL Index P	Fl. 97.50	—	—	200	0.60	—	—	Fl. 99.22
		Sep. 88		Oct. 88		Nov. 88		
$/Fl C	Fl. 205	23	6.30	7	7.30 A	—	—	Fl. 210.80
$/Fl C	Fl. 210	117	1.90	21	4.20	10	4.70	Fl. 210.80
$/Fl C	Fl. 215	76	0.70	15	2.25	—	—	Fl. 210.80
$/Fl C	Fl. 220	—	—	1	0.90	29	1.60	Fl. 210.80
$/Fl P	Fl. 210	15	1.40	60	3.40	—	—	Fl. 210.80
$/Fl P	Fl. 215	40	4.30	20	6.50	—	—	Fl. 210.80
		Oct. 88		Jan. 89		Apr. 89		
ABN C	Fl. 45	245	0.80	114	1.80 A	43	2.50	Fl. 41.60
ABN P	Fl. 40	929	1	31	2 A	102	2.50	Fl. 41.60
AEGON C	Fl. 80	80	3.60	9	6.10	—	—	Fl. 81.30
AEGON P	Fl. 75	53	0.90	300	2	—	—	Fl. 81.30
AKZO C	Fl. 150	887	1.90	111	5.50	3	8 B	Fl. 137.70
AKZO P	Fl. 130	126	2	20	5.30	110	6.50	Fl. 137.70
AMEV C	Fl. 40	—	—	—	—	53	11	Fl. 49
AMRO C	Fl. 80	100	0.60	10	2	4	3.90	Fl. 72.50
AMRO P	Fl. 70	48	1.50	3	2.70	—	—	Fl. 72.50
BUHRMANN-T C	Fl. 55	57	1.60	257	3	—	—	Fl. 52.80
ELSEVIER C	Fl. 60	96	2	30	4	—	—	Fl. 57.70
ELSEVIER P	Fl. 55	15	1.10	26	2.60	—	—	Fl. 57.70
GIST-BROC. C	Fl. 40	283	1.20	50	2.50	40	3.90	Fl. 36.80
GIST-BROC. P	Fl. 35	161	1.10	12	2	9	2.80	Fl. 36.80
HEINEKEN C	Fl. 150	40	3.50	76	5.50	3	8	Fl. 141.20
HEINEKEN P	Fl. 140	176	4.90	68	8.50	—	—	Fl. 141.20
HOOGOVENS C	Fl. 50	27	10	210	11.30	—	—	Fl. 59.40
HOOGOVENS P	Fl. 55	145	1.40	108	3.50	—	—	Fl. 59.40
KLM C	Fl. 35	112	1.40	258	5	43	3.90 B	Fl. 34.20
KLM P	Fl. 35	99	2.10	21	3 A	5	3.60	Fl. 34.20
KNP C	Fl. 160	45	8.70	118	14	—	—	Fl. 163.70
KNP P	Fl. 140	155	0.50	52	2.50	—	—	Fl. 163.70
NEDLLOYD C	Fl. 230	33	6	13	13 B	—	—	Fl. 221
NEDLLOYD P	Fl. 200	28	1.50	—	—	—	—	Fl. 221
NAT.NED. C	Fl. 60	77	3.50 A	27	5.50	—	—	Fl. 61.40
NAT.NED. P	Fl. 60	28	1.80	3	2.60	—	—	Fl. 61.40
PHILIPS C	Fl. 30	53	2.80	126	3.80	21	4.60 A	Fl. 31.90
PHILIPS P	Fl. 30	154	0.50	62	1.80	17	2.50	Fl. 31.90
ROYAL DUTCH C	Fl. 230	462	3.50	119	7.30	15	11.50	Fl. 224.50
ROYAL DUTCH P	Fl. 230	320	11.20	36	12.80	203	14.30	Fl. 224.50
ROBECO P	Fl. 90	28	1.20	—	—	—	—	Fl. 91.30
UNILEVER C	Fl. 120	341	1.10	139	3.30	2	5.30	Fl. 108.70
UNILEVER P	Fl. 110	401	4	89	7.20	10	8.80	Fl. 108.70
WESSANEN C	Fl. 80	22	1.40	9	2.90 B	—	—	Fl. 73.50

TOTAL VOLUME IN CONTRACTS: 25,250

A=Ask B=Bid C=Call P=Put





Wilhelmsen resists Royal Admiral takeover

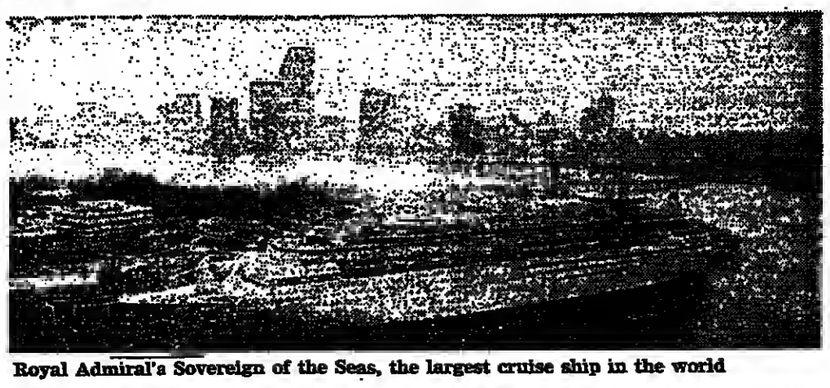
By Kevin Brown in London and **Karen Fossli** in Oslo

ANDERS WILHELMSEN, one of the three leading Norwegian shareholders in Royal Admiral Cruises, the world's second biggest cruise company, has signalled an attempt to block a proposed $550m takeover of Royal Admiral by Carnival Cruise Lines of Miami.

The takeover would propel Carnival from third to first place in the fast-growing cruise industry, with more than 23 per cent of the key North American market.

Carnival has agreed to purchase two shareholding blocks of 30.72 per cent each from Gotaas-Larsen and I.M. Skaugen, the Norwegian shipping companies, together with a further 7.84 per cent from two smaller shareholders, Johnson Line and Effoa-Finland Steamship.

However, Wilhelmsen has an option under an agreement signed in June between the three main shareholders to match any offer for shares from an outside bidder.



Royal Admiral's Sovereign of the Seas, the largest cruise ship in the world

Wilhelmsen is understood to have raised half of the $550m needed to purchase the shares offered to Carnival, and was seeking to raise the balance from a consortium of Norwegian and foreign banks.

Carnival Cruise refused to comment, but Gotaas-Larsen confirmed that the Royal Admiral partnership agreement gave Wilhelmsen first option on its shares.

Mr William Goldstein, Gotaas-Larsen's US attorney, said the agreement stipulated that Wilhelmsen would have to match the full offer price for all the shares offered to Carnival.

This would rule out a partial bid designed to give Wilhelmsen a controlling interest.

Carnival reached agreement several weeks ago with Gotaas-Larsen on the sale of its stake in Royal Admiral, but the deal was delayed by opposition from Skaugen.

Wilhelmsen and Skaugen are understood to have agreed to prevent Carnival taking a stake in Royal Admiral by buying the Gotaas-Larsen holding jointly. However, Mr Cato Holmsen, managing director of Skaugen, later agreed "regretfully" to sell his company's shareholding to Carnival in order to avoid a legal dispute.

Carnival's attempted acquisition of Royal Admiral follows several months of hectic activity in the cruise industry, which is going through a period of rationalisation as the leading companies attempt to expand their market share.

Royal Admiral was formed by the merger earlier this year of Royal Caribbean Cruise Lines and Admiral Cruises. The biggest cruise company is P&O of the UK, which this week completed the $210m acquisition of Sitmar Cruises, a privately-owned Italian company.

Soc Gen launches FFr2.8bn bond issue

By George Graham in Paris

SOCIETE GENERALE, the French bank privatised last year, yesterday launched a FFr2.84bn ($445.7m) convertible bond issue with added warrants which could eventually double the size of the capital increase.

The issue, one of the largest the French capital markets have seen this year, follows a series of capital increases by recently privatised companies, led by Paribas and Suez, the investment banking groups.

Mr Marc Vienot, Société Générale's chairman, has often criticised the state for being a poor shareholder and failing to provide fresh capital for its bank holdings. He is now taking advantage of his group's flotation last June to strengthen his capital base.

In common with other French banks, Société Générale has built up a large stock of general provisions for loan risks which now cover more than 50 per cent of its sovereign debt risks. By international standards, however, French banks have had relatively low equity bases.

Many French banks anticipate having to reinforce their capital in order to meet the capital adequacy ratios agreed by central banks. There have been several recent issues of permanent subordinated debt, which count in certain categories of the so-called Cooke capital ratios.

The bank will issue 6.3m 6 per cent bonds at a price of FFr450, convertible at any time from October over their seven-year life. Each bond will carry a warrant allowing the purchase of a further share at FFr450 between October this year and November 1991.

If all the bonds are converted and all warrants exercised, Société Générale will have raised FFr5.67bn of new capital.

The bank's shares have recently been trading at about FFr400, just below last June's issue price of FFr407 and 11 per cent below the pricing of the new convertible issue.

Heineken gain fails to refresh

By Our Financial Staff

HEINEKEN, the Dutch brewing company, yesterday announced a small rise in first-half net profits to Fl 119.9m ($56.8m) or Fl 4.67 a share, compared with Fl 119.4m or Fl 4.65 in the first half of 1987.

The company said net profit growth was held back by higher depreciation costs and last year's investments. But it added that full-year net profits were expected to be in line with its flat 1987 earnings of Fl 286.7m.

Sales rose slightly to Fl 3.43bn, compared with Fl 3.18bn in the same period of last year. Retail prices increased.

A statement noted that US sales had stabilised, although margins remained under pressure. The depressed dollar had hurt sales in the US, which is one of the company's main export markets and where it is coming under pressure from other competing European brands.

HK transit group improves midway

By John Elliott in Hong Kong

HONG KONG'S heavily indebted Mass Transit Railway Corporation, which operates the territory's underground railway system, yesterday reported improved results for the first half of the year.

Operating profit rose 36 per cent to HK$365m (US$46.8m). However, after interest and finance charges which totalled HK$652m, down from HK$692m last time, the corporation was left with a net loss of HK$172m.

This was halved from the previous HK$348m, helped by property development profits of HK$95m plus a release of HK$20m from provisions for unrealised exchange losses on foreign currency liabilities.

The corporation's total outstanding debt, which peaked at HK$19.2bn two years ago, has dropped to HK$17.7bn.

Mr Wilfred Newton, chairman, said yesterday that this was in line with its target of wiping out by the end of the century the debt, accrued through the massive costs of building the nine-year-old railway. The debt/equity ratio dropped from 6.05:1 last year to 4.12:1.

Revenue for the six months to June increased 13 per cent to HK$1.08bn, boosted by a 7 per cent increase in the number of passengers carried, a 5 per cent rise in fares and a 16 per cent increase in revenue from property and kiosk rentals. The number of passengers carried on a single day reached 2m for the first time on August 26. Operating costs totalled HK$451m during the half-year, up 6.4 per cent.

● The government-owned Kowloon-Canton Railway Corporation (KCRC) said it and Mr Li Kashing's Cheung Kong will link in a HK$830m property development involving three KCRC sites, Reuter reports.

A commercial building would be constructed in the Tsim Sha Tsui district while two sites in the New Territories would be redeveloped into residential blocks for commercial and dormitory purposes.

Alitalia 'willing to raise bid for Aerolineas'

By Gary Mead
in Buenos Aires

A SENIOR Italian politician has hinted that Alitalia, Italy's state airline, is willing to outbid the Scandinavian-owned SAS for a key stake in Aerolineas Argentinas, the Argentine flag carrier.

Last month, the Buenos Aires Government announced that SAS would pay $204m for 40 per cent of Aerolineas.

Alitalia had made an original offer in July as part of a consortium with Swissair and Argentine businessmen who control Austral, the country's privatised airline.

Mr Gianni de Michelis, vice-president of Italy's Council of Ministers, has just left Argentina after a visit to discuss trade relations. His visit carried considerable weight as Argentina and Italy are due to begin implementation of an accord which will provide up to $5bn of Italian finance for industrial projects in Argentina.

Prior to departure, Mr de Michelis said that "we are in a position to exceed" the offer made by SAS, adding pointedly that an Alitalia deal "would be very important for bilateral relations."

The consortium has refused to put a price on its offer, arguing that it has not been granted access to Aerolineas' accounts.

The SAS deal has been muddied by the hasty departure as Aerolineas president of Mr Horacio Domingorena, who claims that the actual price SAS will pay is $156m, valuing the company at $390m — a $120m shortfall explained by leasing arrangements between Aerolineas and other airline companies, which SAS believes should not be counted as part of Aerolineas' assets.

Mr Rodolfo Terragno, who as Minister for Public Works is responsible for Argentina's privatisation programme, has stated that the consortium's offer will not be considered. He alleges that Swissair and Alitalia have British financial support. Argentina and the UK have yet to resume diplomatic relations following the Falklands conflict.

Cost overruns force Golden Dumps to seek Lefko rescue

By Jim Jones in Johannesburg

A RESCUE is being sought for Lefkochrysos, a South African platinum mining development hit by cost overruns after it was launched on the Johannesburg and London stock exchanges last year in an issue which raised R212m ($86.5m).

Golden Dumps, the small South African mining group which controls Lefko, is hoping to transfer it to Barplats, the platinum arm of Barlow Rand, the country's leading industrial group.

Lefko's bankers are unwilling to advance more loan finance. Contractors are also loath to continue development work at the mine while their accounts are in arrears.

Raising further funds by means of a rights issue is out of the question as Lefko's share price has fallen from its R13 issue level to stand at R5.50, at which point trading was suspended this week. The company is capitalised at about R330m.

At the time of the launch it was expected that Lefko could be brought into production at a monthly ore milling rate of 160,000 tonnes and at a total cost of R253m. Cost overruns, partly due to the rand's decline against other currencies, have lifted the mine's capital cost to about R380m.

The company's problems have been compounded by concern that novel processing techniques — designed for the difficult process of recovering platinum from the refractory UG2 reef — may need further, expensive development.

Earlier this year, approaches to Impala Platinum were turned down. Lefko had hoped Impala would take its UG2 concentrates for processing with Impala's own, more easily extracted Merensky reef concentrates. It had also hoped to raise money by selling metal forward through Ayerton Metals, Impala's marketing arm.

Two months ago, Golden Dumps turned to Barlow Rand, which is developing its Barplats mine, to recover platinum from the UG2 reef.

Golden Dumps says unofficially that it is willing to relinquish control of Lefko if agreement can be reached to salvage the mine development.

However, saving Lefko will not be the last of Golden Dumps' difficulties. Cash-flow constraints have forced its South Roodepoort gold mine to delay the re-opening of the old Langlaagte mine, and operating losses have forced the group's Consolidated Modderfontein gold mine to cut production rates.

Construction upturn lifts Belgian cement producer

By William Dawkins in Brussels

AN UPTURN in the Belgian and Dutch construction industries helped CBR, Belgium's biggest cement producer, to a 21.4 per cent rise in consolidated net earnings to BFr1.08bn ($26.2m) in the six months to June.

The group, a quoted offshoot of Société Générale de Belgique, showed a slight fall in turnover to BFr16.2bn from BFr16.4bn, the result of a loss of sales following the disposal of some CBR investments in North America.

The divestments brought a special gain of BFr417m, helping to lift pre-tax profits to BFr1.85bn from BFr1.3bn in the previous interim period, which had included a BFr152m exceptional profit.

CBR said full-year results would show a marked increase over 1987.

● Lafarge-Coppée, the French cement group, said it had rejected an unsolicited offer for its 58 per cent stake in Lafarge Corp, its US unit, Our Financial Staff adds.

The $30 per share offer from a group of unidentified minority shareholders compares with a $17½ market level earlier this week and values the company at about $1.3bn.

WORLD COMMODITIES PRICES

■Week in the Markets

ANY LINGERING hopes that the International Cocoa Organisation (ICCO) might might be able to lift the cocoa market out of its deep depression at the council session starting in London on Monday were given little encouragement by the market's performance this week.

Deepening concern about the growing gap between supply and demand pushed nearby futures prices to fresh seven-year lows, and the March contract touched the lowest third-position level for 12½ years.

No country has more to lose through low cocoa prices than the Ivory Coast, the world's biggest producer. But that country's defiant attitude at a Cocoa Producers' Alliance meeting in Lomé, the Togolese capital, this week did not seem calculated to improve market sentiment.

Felix Houphouet Boigny, the Ivorian president, warned that the Ivory Coast may stay out of the ICCO after the present pact expires in 1990, unless the market bucks up in the meantime; and Denis Bra Kanon, the agriculture minister, seemed to be rehearsing a funeral oration for the troubled agreement. The pact, which is designed to defend a price range agreed between producing and consuming members but lacks the funds to resume its buffer stock buying operations, was "dying its own death," Mr Bra Kanon declared.

In the absence of renewed ICCO buying the world cocoa market will have to absorb the whole of any surplus generated in the 1988-89 season (starting in October), Gill & Duffus, the influential London trading house, warned this week. In its latest market report, released on Thursday night, Gill and Duffus noted that in the past two seasons 150,000 tonnes of the estimated aggregate production surplus of 199,000 tonnes was absorbed by the pact's buffer stock.

"It is apparent that the growth of production is still outstripping that of consumption," the report said.

Gill and Duffus lifted its estimate of the 1987-88 production surplus to 133,000 tonnes, from 111,000 tonnes in the June report. At the same time it adjusted the 1986-87 surplus figure from 50,000 tonnes to 66,000 tonnes — so the projected stocks figure as at the end of this month went up from 705,000 tonnes to 743,000 tonnes, equivalent to just over 20 weeks' consumption.

Somewhat surprisingly, the futures market staged a modest rally at the start of the week, with the December position climbing £29 to £864 a tonne at one point on Wednesday. But dealers said that was due chiefly to keen buying by an operator who was short of physical cocoa and planned to take delivery of any offerings when tendering against the September futures position began on Thursday.

In any event, the rally proved short-lived and prices soon resumed their downward spiral. With signs emerging of freer nearby physical supplies — the tightness of which had earlier been cushioning the pressure on nearby futures — the December position sagged to a low of £809 a tonne before steadying yesterday afternoon to £825 a tonne, down £10 on the week.

On the London Metal Exchange zinc, which continued to be buoyed by the extremely tight nearby supply situation, turned in the only rise on the week. Aided by news news that the closure for repairs of Metallgesellschaft's Duisberg plant in West Germany would result in a bigger production loss than had been anticipated, the cash position for high grade metal ended at $1,356.50 a tonne, up $9.50 from the dollar equivalent of last Friday's sterling denominated close.

The high grade (99.9 per cent purity) contract switched from sterling to dollar denomination on Thursday, to coincide with the introduction of a dollar denominated "special high grade" contract with a purity of 99.995 per cent.

The launch of the new contract is the result of pressure from European smelters and has been timed to facilitate its use by producers and custom smelters in pricing negotiations with customers next spring. If it is sufficiently well supported the new contract will eventually replace the high grade contract.

Richard Mooney

US MARKETS

AN INCREASE in the unemployment rate and a rise in jobs outside the farming sector started a sell off in the metals, reports Drexel Burnham Lambert. Gold at one point was off $5 as stop levels were touched off. Silver also experienced strong selling pressure before recovering some of its loses as new buying came in. The meats, grains and softs were all trading lightly in a pre-holiday atmosphere.

WEEKLY PRICE CHANGES

	Latest prices	Change on week	Year ago	High 1988	Low 1988
Gold per troy oz.	$428.25	-3.50	$465.25	$485.5	$425
Silver Per troy oz	393.10p	-4.05	464.0p	457.75p	338.75p
Aluminium 99.7% (cash)	$2525	-425	$1650	$4205	$1915
Copper Grade A (cash)	£1392.5	-6.0	£1045.5	£1657.5	£1128.5
Lead(cash)	£359	-10.5	£413	£402.5	£328
Nickel (cash)	$13225	-287.5	£3240	$22200	£4022.5
Zinc (cash)	$1356.5	+9.5	£457.5	$1475	$850
Tin (cash)	£4540	+80	£4140	£4540	£3625
Cocoa Futures (Dec)	£825	-10	£1251.5	£1182	£825
Coffee Futures (Nov)	£1035	+15	£1341.5	£1317	£922
Sugar (LDP Raw)	$274.0	+3.0	$148.4	$372	$213.6
Barley Futures (Nov)	£105.5	+0.95	£99.95	£109.85	£97.25
Wheat Futures (Nov)	£110.95	+1.20	£104.1	£115	£103.35
Cotton Outlook A Index	56.15	+1.25	84.65c	75.3c	54.9c
Wool (64S Super)	630p		497p	673p	484p
Rubber (Spot)	70.50p	-1.25	69.50p	86p	61.25p
Oil (Brent Blend)	$14.05y	-0.56	$18.175	$17.525	$13.85

Per tonne unless otherwise stated. †Unquoted. p-pence/kg. c-cents lb y-Sep.

SPOT MARKETS

Crude oil (per barrel FOB September)		+ or -
Dubai	$13.45-3.50q	-0.285
Brent Blend	$14.00-4.10y	-0.205
W.T.I. (1 pm est)	$14.93-4.98q	-0.17
Oil products (NWE prompt delivery per tonne CIF)		+ or -
Premium Gasoline	$178-180	-0.5
Gas Oil	$125-126	-1
Heavy Fuel Oil	$68-69	
Naphtha	$132-134	-2
Petroleum Argus Estimates		
Other		+ or -
Gold (per troy oz)♣	$428.25	-2.50
Silver (per troy oz)♣	656c	-5
Platinum (per troy oz)	$527.75	-3.75
Palladium (per troy oz)	$122.50	-0.75
Aluminium (free market)	$2655	-25
Copper (US Producer)	109⅝-10¾c	
Lead (US Producer)	36c	
Nickel (free market)	615c	+5
Tin (European free market)	£4540	+25
Tin (Kuala Lumpur market)	20.06r	+0.13
Tin (New York)	351.0c	+1.75
Zinc (Euro. Prod. Price)	$1312.50	+37.5
Zinc (US Prime Western)	65⅝c	
Cattle (live weight)†	112.60p	-0.91*
Sheep (dead weight)†	164.01p	+1.01*
Pigs (live weight)†	69.52p	+0.21*
London daily sugar (raw)	$274.0s	+7.0
London daily sugar (white)	$272.5s	+6.0
Tate and Lyle export price	£274.0	+5.5
Barley (English feed)	£114.75v	
Maize (US No. 3 yellow)	£128q	
Wheat (US Dark Northern)	£122.5	
Rubber (spot)♥	70.50p	
Rubber (Oct)♥	77.00p	
Rubber (Nov)♥	77.50p	
Rubber (KL RSS No 1 Oct)	334.0m	+2.0
Coconut oil (Philippines)§	$570w	
Palm Oil (Malaysian)§	$440	
Copra (Philippines)§	$365x	
Soyabeans (US)	$212	+4
Cotton "A" Index	56.15c	
Wooltops (64s Super)	630p	

£ a tonne unless otherwise stated. p-pence/kg. c-cents/lb. r-ringgit/kg. y-Sep. q-Oct. x-Aug/Sep. s-Sep/Oct. w-Oct/Nov. v-Jan/Mar. †Meat Commission average fatstock prices. * change from a week ago. ♥London physical market. §CIF Rotterdam. ♣ Bullion market close. m-Malaysian cents/kg.

COCOA £/tonne

	Close	Previous	High/Low
Sep	864	864	874 848
Dec	825	816	827 808
Mar	803	802	810 783
May	804	805	815 786
Jul	812	818	819 797
Sep	824	825	831 818
Dec	856	865	867 855

Turnover: 5580 (11482) lots of 10 tonnes
ICCO indicator prices (SDRs per tonne). Daily price for Sep 1: 1035.40 (1049.96) ;10 day average for Sep 2: 1068.69 (1075.56) .

COFFEE £/tonne

	Close	Previous	High/Low
Sep	1022	1023	1023 1010
Nov	1035	1035	1036 1023
Jan	1026	1032	1033 1024
Mar	1013	1022	1020 1007
May	1005	1015	1018 1005
Jly	1010	1022	1016 1007
Sep	1015	1027	1011

Turnover: 2676 (3585) lots of 5 tonnes
ICCO indicator prices (US cents per pound) for Sep 1: Comp. daily 109.03 (109.39); . 15 day average 108.85 (108.64).

SUGAR ($ per tonne)

Raw	Close	Previous	High/Low
Oct	244.00	246.40	247.00 240.40
Dec	248.00	249.50	
Mar	241.00	243.00	243.60 237.00
May	234.40	236.40	235.40 230.00
Aug	234.00	234.00	234.00
White	**Close**	**Previous**	**High/Low**
Oct	255.00	256.00	257.00 252.00
Dec	259.00	265.00	260.00
Mar	262.00	263.00	263.00 258.00
May	264.00	264.00	264.00 262.00
Aug	264.00	265.00	263.00

Turnover: Raw 3267 (7285) lots of 50 tonnes. White 911 (2715) .
Paris- White (FFr per tonne): Oct 1675, Dec 1650, Mar 1655, May 1655, Aug 1660 Oct 1665

GAS OIL $/tonne

	Close	Previous	High/Low
Sep	128.25	128.75	128.75 125.25
Oct	128.25	129.00	129.00 127.25
Nov	130.00	131.50	131.25 128.75
Dec	132.50	133.50	133.25 131.75
Jan	131.00	132.00	131.50 130.00
Feb	128.25	130.00	129.50 128.25

Turnover 8155 (3993) lots of 100 tonnes

LONDON METAL EXCHANGE (Prices supplied by Amalgamated Metal Trading)

	Close	Previous	High/Low	AM Official	Kerb close	Open interest
Aluminium, 99.7% purity ($ per tonne)						Ring turnover 1,025 tonne
Cash	2515-35	2570-90	2660	2555-60		
3 months	2460-500	2510-30		2580-600	2490-510	9,408 lots
Aluminium, 99.5% purity (£ per tonne)						Ring turnover 21,150 tonne
Cash	1506-11	1597-602	1578	1575-8		
3 months	1456-7	1526-7	1508/1447	1504-6	1451-3	42,285 lots
Copper, Grade A (£ per tonne)						Ring turnover 31,750 tonne
Cash	1391.5-3.5	1412-4	1422/1420	1422-4		
3 months	1363-6	1385-6	1389/1356	1390-1	1356-8	81,782 lots
Copper, Standard (£ per tonne)						Ring turnover 0 tonne
Cash	1325-33	1335-45		1350-60		
3 months	1315-25	1325-35		1340-50		31 lots
Silver (US cents/fine ounce)						Ring turnover 0 ozs
Cash	648-52	656-9		654-5		
3 months	662-666	670-3		668-9		487 lots
Lead (£ per tonne)						Ring turnover 8,625 tonne
Cash	358-60	361-3	362	362.5-3		
3 months	365-7	367-8	368.5/367	368.5-9	367-9	11,086 lots
Nickel ($ per tonne)						Ring turnover 888 tonne
Cash	13200-50	13200-50	13300/13200	13275-300		
3 months	12800-50	12800-50	12900/12800	12875-900	12800-900	8,109 lots
Zinc ($ per tonne)						Ring turnover 6,250 tonne
Cash	1354-9	1355-60	1362	1360-2		
3 months	1327-9	1323-5	1340/1320	1326-30	1328-30	21,475 lots

LONDON METAL EXCHANGE TRADED OPTIONS

Aluminium (99.7%)	Calls		Puts	
Strike price $ tonne	Sept	Nov	Sept	Nov
2550				128

Aluminium (99.5%)	Calls	Puts
2550	41	

Copper (Grade A)	Calls	Puts
2300	102	23

GRAINS £/tonne

Wheat	Close	Previous	High/Low
Sep	108.80	108.55	108.80
Nov	110.95	110.75	110.95 110.60
Jan	113.60	113.50	113.60 113.30
Mar	116.10	116.00	116.10 115.80
May	118.90	118.70	118.95 118.60
Jun	120.50		120.80 120.50

Barley	Close	Previous	High/Low
Sep	102.20	102.25	102.20 102.10
Nov	105.50	105.45	105.50 105.10
Jan	108.35	108.35	108.35 108.10
Mar	110.75	110.75	110.75 110.60
May	112.65	112.55	112.65 112.35

Turnover: Wheat 251 (273) , Barley 149 (100) .
Turnover lots of 100 tonnes.

POTATOES £/tonne

	Close	Previous	High/Low
Apr	99.0	98.5	99.9 98.2
May	109.5		109.5 109.0

Turnover 296 (370) lots of 40 tonnes.

LONDON BULLION MARKET

Gold (fine oz)	$ price	£ equivalent
Close	426-426½	255¾-256¼
Opening	428-429½	257-257½
Morning fix	428.95	256.833
Afternoon fix	428.75	256.737
Day's high	430½-431	
Day's low	427½-428	

Coins	$ price	£ equivalent
Mapleleaf	440-445	263-266½
Britannia	440-445	263-266½
US Eagle	440-445	263-266½
Angel	439-444	262½-265½
Krugerrand	427-430	256-257
New Sov.	100¾-101¾	60¼-61
Old Sov.	100¾-102¾	60¼-61¼
Noble Plat	545.4-551.7	326.6-330.35

Silver fix	p/fine oz	US cts equiv
Spot	393.10	656.90
3 months	405.25	670.85
6 months	417.90	685.80
12 months	441.40	716.85

SOYABEAN MEAL £/tonne

	Close	Previous	High/Low
Oct	172.00	173.00	173.00 172.00
Dec	182.00	183.00	183.00 181.50

Turnover 80 (303) lots of 20 tonnes.

FREIGHT FUTURES $10/index point

	Close	Previous	High/Low
Sep	1372	1375	1372 1369
Oct	1493	1505	1500 1491
Jan	1536	1537	1536 1520
Apr	1565	1565	1565 1550
Jul	1395	1388	1395 1370
BFI	1271	1272	

Turnover 374 (568)

New York

GOLD 100 troy oz.; $/troy oz.

	Close	Previous	High/Low	
Sep	429.3	430.2	429.0	429.0
Oct	431.8	432.9	433.0	427.5
Nov	434.6	435.8	0	0
Dec	437.4	438.7	439.0	432.5
Feb	443.4	444.9	444.0	439.9
Apr	449.2	450.9	449.0	445.5
Jun	455.0	455.9	455.8	451.2
Aug	451.1	463.2	0	0
Oct	467.2	469.5	0	0

PLATINUM 50 troy oz; $/troy oz.

	Close	Previous	High/Low	
Oct	523.5	531.4	533.0	512.5
Jan	528.6	536.8	537.5	518.0
Apr	534.5	542.6	536.0	525.0
Jul	541.2	549.2	550.0	550.0

SILVER 5,000 troy oz; cents/troy oz.

	Close	Previous	High/Low	
Sep	651.8	657.4	660.0	643.0
Oct	656.7	662.4	0	0
Nov	661.4	667.2	0	0
Dec	666.0	672.0	674.0	665.5
Jan	671.1	677.2	0	0
Mar	681.3	687.9	690.0	672.0
May	692.1	699.0	695.0	695.0
Jul	703.1	710.2	699.0	696.0
Sep	714.1	721.4	713.0	713.0
Dec	731.0	739.0	736.0	726.0

COPPER 25,000 lbs; cents/lbs

	Close	Previous	High/Low	
Sep	101.60	101.50	102.50	100.60
Oct	100.50	100.50	0	0
Nov	99.50	99.60	0	0
Dec	96.50	96.80	98.45	97.25
Jan	96.80	97.20	0	0
Mar	93.50	94.00	94.70	92.75
May	91.00	91.50	91.20	90.80
Jul	89.10	89.60	89.70	89.70
Sep	87.30	87.90	88.40	87.15
Dec	85.50	85.80	86.30	85.75

CRUDE OIL (Light) 42,000 US galls $/barrel

	Latest	Previous	High/Low	
Oct	14.91	15.08	15.05	14.85
Nov	14.92	15.09	15.05	14.84
Dec	14.96	15.11	15.07	14.85
Jan	15.01	15.14	15.11	14.94
Mar	15.10	15.20	15.13	15.00
May	15.14	15.28	15.23	15.14

HEATING OIL 42,000 US galls, cents/US galls

	Latest	Previous	High/Low	
Oct	4305	4346	4330	4290
Nov	4360	4413	4405	4370
Dec	4450	4478	4470	4435
Jan	4490	4509	4500	4475
Feb	4465	4469	4470	4440
Mar	4305	4319	4320	4300
Apr	4175	4194	4176	4160
May	4100	4109	4100	4100
Jun	4040	4059	4060	4040

COCOA 10 tonnes;$/tonnes

	Close	Previous	High/Low	
Sep	1202	1187	1197	1160
Dec	1247	1228	1249	1218
Mar	1246	1221	1247	1217
May	1250	1227	1250	1225
Jul	1269	1247	1272	1248
Sep	1293	1268	1283	1263
Dec	1333	1313	1327	1308

COFFEE "C" 37,500lbs; cents/lbs

	Close	Previous	High/Low	
Sep	122.37	122.20	122.75	122.10
Dec	118.63	122.77	124.00	122.40
Mar	121.25	121.50	122.50	121.10
May	120.70	121.50	121.55	120.55
Jul	120.50	121.00	121.50	120.00
Sep	119.38	119.53	0	0

SUGAR WORLD "11" 112,000 lbs; cents/lbs

	Close	Previous	High/Low	
Oct	10.54	10.64	10.68	10.38
Jan	10.21	10.31	10.50	10.50
Mar	10.62	10.71	10.71	10.40
May	10.29	10.37	10.37	10.10
Jul	10.08	10.15	10.17	10.08
Oct	10.00	10.00	10.00	9.85
Jan	9.33	9.33	0	0

COTTON 50,000; cents/lbs

	Close	Previous	High/Low	
Oct	53.94	53.08	54.10	53.15
Dec	52.43	51.66	52.45	51.46
Mar	52.40	51.50	52.40	51.60
May	52.63	51.75	52.65	51.90
Jul	52.96	52.00	52.90	52.75
Oct	52.81	52.70	53.60	53.50
Dec	54.12	53.17	54.25	53.20

ORANGE JUICE 15,000 lbs; cents/lbs

	Close	Previous	High/Low	
Sep	193.90	191.15	193.90	191.50
Nov	185.10	189.30	185.40	183.60
Jan	173.70	172.30	174.00	172.50
Mar	170.85	169.85	171.00	170.00
May	169.80	168.80	0	0
Jul	168.80	167.55	0	0
Sep	167.80	166.55	0	0
Nov	167.80	166.55	0	0
Jan	167.80	166.55	0	0

INDICES

REUTERS (Base: September 18 1931 = 100)			
Sept 1	Aug 31	mnth ago	yr ago
1907.0	1896.3	1893.6	1669.3

DOW JONES (Base: Dec. 31 1974 = 100)				
Spot	132.28	132.51	132.32	129.98
Futures	136.49	136.57	134.53	130.87

Chicago

SOYABEANS 5,000 bu min; cents/60lb-bushel

	Close	Previous	High/Low	
Sep	873/0	869/0	873/4	862/4
Nov	886/0	881/4	887/0	875/4
Jan	894/4	888/0	895/0	883/2
Mar	897/6	890/4	898/0	888/0
May	886/0	877/4	885/0	873/4
Jul	873/0	868/0	873/0	862/4
Aug	844/4	840/0	845/0	840/0

SOYABEAN OIL 60,000 lbs; cents/lb

	Close	Previous	High/Low	
Sep	27.17	27.30	27.20	26.85
Oct	27.37	27.52	27.41	27.05
Dec	27.87	28.02	27.95	27.60
Jan	28.15	28.22	28.20	27.87
Mar	28.45	28.60	28.60	28.30
May	28.60	28.50	28.75	28.50
Jul	28.35	28.53	28.65	28.35
Aug	27.90	28.10	28.25	27.90

SOYABEAN MEAL 100 tons; $/ton

	Close	Previous	High/Low	
Sep	270.7	270.0	271.0	267.5
Oct	269.7	267.7	270.0	266.0
Dec	268.7	266.2	269.0	265.0
Jan	265.5	263.2	267.0	264.0
Mar	261.7	258.5	263.5	259.0
May	258.5	252.5	257.0	253.0
Jul	253.0	247.5	253.0	248.0
Aug	245.0	240.5	245.0	245.0
Sep	234.0	231.0	234.0	228.0

MAIZE 5,000 bu min; cents/56lb bushel

	Close	Previous	High/Low	
Sep	290/4	289/0	291/0	287/6
Dec	301/0	301/0	302/2	298/2
Mar	305/2	304/4	306/0	302/2
May	306/6	308/0	307/0	303/4
Jul	303/2	303/0	303/4	300/6
Sep	282/0	282/0	283/4	280/4
Dec	270/6	269/2	271/4	268/0

WHEAT 5,000 bu min; cents/60lb-bushel

	Close	Previous	High/Low	
Sep	401/0	399/6	401/0	397/0
Dec	418/4	416/6	419/0	414/4
Mar	423/0	419/4	423/0	417/4
May	395/4	391/4	396/0	391/0
Jul	366/2	365/4	368/0	364/4

LIVE CATTLE 40,000 lbs; cents/lbs

	Close	Previous	High/Low	
Oct	72.00	71.10	72.05	71.02
Dec	72.70	72.07	72.85	71.85
Feb	73.45	72.90	73.60	72.75
Apr	74.90	74.40	74.92	74.30
Jun	74.15	73.70	74.20	73.60
Aug	71.30	71.10	71.75	71.25
Sep	71.25	71.25	0	0

LIVE HOGS 30,000 lb; cents/lbs

	Close	Previous	High/Low	
Oct	38.52	38.85	38.95	38.00
Dec	40.85	41.30	41.30	40.25
Feb	43.72	43.92	44.05	43.25
Apr	43.20	43.37	43.60	43.05
Jun	47.60	47.95	48.00	47.55
Jul	48.55	48.65	48.70	48.12
Aug	47.32	47.50	47.50	47.20
Oct	43.90	44.40	0	43.90

PORK BELLIES 38,000 lbs; cents/lb

	Close	Previous	High/Low	
Feb	48.65	49.07	49.65	48.20
Mar	48.75	49.32	49.70	48.45
May	50.55	51.17	51.20	50.00
Jul	51.17	51.60	52.20	51.90
Aug	49.20	50.02	50.90	49.20

WORLD STOCK MARKETS

Wall Street

Dow surges 50 points on jobs data

BLUE CHIPS surged over 50 points by midsession yesterday and bond prices also climbed sharply higher.

The long bond rose more than 2¼ points, helped by slower-than-expected growth in tha August jobs data. Some programme buying also assisted in pushing prices up.

The Dow Jones Industrial Average had risen 53.34 to 2,055.65 by early afternoon. Gaining stocks led declining ones by about four to one.

"The whole gamut of recent economic reports is that the economy is growing at an average and comfortable rate," said Mr James Andrews, head of institutional equity trading at Janney Montgomery Scott.

Canada

LIGHT midday trading left Toronto stronger following news of the US August unemployment rate, which pointed to a slowing in the economy.

The composite index gained 15.7 to 3,278.9 on turnover of 9m shares.

Most active issues included blne chips Canadian Pacific, up C$⅛ at C$20⅞, and Moore, C$½ higher at C$27⅛. Other active stocks were Nova, up C$⅜ to C$12⅞, and Polysar, gaining C$⅛ to C$11⅛, after both companies said a court had approved the arrangement by which Nova will acquire Polysar.

North American closing prices were not available for reports in this edition

Tokyo

EARLY losses were recouped as Tokyo closed higher after the arrival of bargain hunters in a generally dull session.

The Nikkei average rose 182.24 to 27,116.50 after its 431.69 point slump on Thursday. Turnover was thin at 500m shares, against 480m the previous day.

Share prices fluctuated in a narrow range in the morning, with the Nikkei index touching a day's low of 26,881.66. Investors were cautious following the overnight drop on Wall Street and before the report on US August unemployment figures due after the market closed.

Individuals and investment trusts were the main buyers, with incentive-backed issues in greatest demand.

Arabian Oil jumped Y1,000 to Y6,400 following a magazine report that Saudi Arabia had sought to increase its 10 per cent stake in the company's subsidiary, Fuji Oil.

Paris

A SURGE on Wall Street following higher US August jobs data together with steady foreign demand propelled French share prices higher.

The CAC index, based on opening prices, slipped 3.5 to 348.3 in fairly thin volume.

Pernod Ricard, which said it had increased its stake in Irish Distillers to 5 per cent from 2.8 per cent, rose FFr15 to FFr1,066. The two drinks companies said they were discussing the possibility of a full bid by Pernod.

Other food and drink shares also ended higher. Continued buying of Perrier carried the water bottler FFr33 higher to FFr958. Holding group Exor, which holds at least 30 per cent of Perrier, gained FFr26 to FFr966. Luxury goods group LVMH, the object of stakebuilding, rose FFr15 to FFr2,840.

Frankfurt

STRONG demand for retail shares pushed West Germany higher in generally quiet trade.

The real-time DAX index rose 4.3 to 1,157.29, while the FAZ index lost 0.54 to 477.96.

Retailer Karstadt climbed DM19.10, or 5 per cent, to DM427.10, dragging other atocks in its sector higher. Kaufhof and Horten each gained DM4 to DM355 and DM194 respectively.

Zurich

LATE buying left Swiss shares above lows, but still slightly easier. The Crédit Suisse index slipped 0.6 to 463.7, following a shaky performance by the dollar and a round of medium-term interest rate rises.

Special situation stocks continued to attract interest, while blue chips edged lower amid caution following Wall Street's overnight fall.

Amsterdam

BETTER-THAN-EXPECTED US unemployment figures left Dutch sharea mixed, with selected issues posting moderate gains. The all-share index added 0.7 to 94.2.

Brewer Heineken shed 30 cents to Fl 141.20. After the close, it announced first half profits of Fl 119.9m, slightly up from Fl 119.4m.

Wessanen, the food group, added Fl 1 to Fl 73.50 before saying its US unit, Crowley Foods, expected to acquire all outstanding shares of Weeks Dairy Foods of the US.

Milan

INTEREST rate gloom pulled Italian shares further down in light trading.

Ferruzzi Finanziaria, quoted for the first time on Thursday, dropped L68 to L2,825. In blue chips, Fiat fell L145 to L9,100, Montedison slipped L45 to L1,765 and Generali fell L1,350 to L90,200.

Australia

INDUSTRIAL stocks and Tokyo's rebound aided a recovary in Australia, as shares closed firm but off their highs.

The All Ordinaries index gained 4.8 to 1,546.2, after reaching a high of 1,552.0.

Quality industrial stocks attracted some bargain seekers in the afternoon, with BTR Nylex up 20 cents at A$8.20 and BHP 12 cents higher at A$8.04.

Singapore

THE RALLY in Tokyo boosted Singapore stocks, as investors looked for bargains.

The Straits Times Industrial Index ended at 1,049.27, up 17.46. However, trading was thin as most institutional investors remained on the sidelines pending today's general election and yesterday's US August unemployment data.

Hong Kong

A QUIET day left Hong Kong shares higher, as hargains were sought. The Hang Seng index gained 16.57 to 2,449.89 after an early 12-point fall.

AUSTRIA

September 2	Sch	+ or –
Creditanstalt	1,995	—
Goesser	2,850	–10
Interunfall	11,640	—
Jungbunzlauer	7,590	–10
Laenderbank	387	—
Perlmooser	635	+35
Steyr-Daimler	83	–1
Veitscher Mag	620	–8

BELGIUM/LUXEMBOURG

September 2	Frs.	+ or –
B.B.L.	2,600	–50
Banque Gen. Du. Lux	13,900	—
Bank Intl. a Lux	13,200	—
Bekaert B	11,900	—
Ciment CBR	6,250	—
Cockerill	277	+1
Colruyt	8,550	–10
Delhaize	4,400	—
EBES	4,225	–50
Fabrique Nat	848	–8
GB Inno BM	1,200	–12
GBL(Brux)L	3,175	–35
Generale Bank	5,200	–10
Gevaert	7,200	–90
Hoboken	8,660	+10
Intercom	3,250	+10
Kredietbank	3,905	–20
Pan Holdings	12,700	+200
Petrofina	12,675	—
Raffinerie Tirle	1,498	–7
Royale Belge	4,750	+10
Soc Gen Belge	4,025	—
Sofina	12,000	–150
Solvay	12,150	–150
Stanwick Intl	80	—
Tractebel	7,990	–200
UCB	9,020	–10
Wagons Lits	5,330	–120

DENMARK

September 2	Kr	+ or –
Baltica Hldgs	508	+0.7
Carlsberg	983.8	–16.4
Cop Handelsbank	252.5	–1.3
D. Sukkerfab	419.3	+0.5
Den Danske Bank	347.4	+0.2
East Asiatic	210.9	+1
GNT Holding	190	–5
I.S.S. B Systems	659.1	–1.2
Jyske Bank	400	—
Novo Inds	250.4	–2.7
Privatbanken	236.3	—
Sophus Berendsen	774.2	–8.4
Superfos	2658.1	—

FINLAND

September 2	Mka	+ or –
Amer	194.5	+0.5
Finnish Sugar	61.3	–0.8
Huhtamaki I Free	87.5	–2
Huhtamaki K Free	205	–5
KOP	67	+1.5
Kone	242.5	–4.5
Kymmene	120.5	–1
Nokia	153.5	—
Pohjola 'B'	77.7	–1.05
Rauma-Repola	36.25	–0.5
Stockmann 'B'	215.3	–3
UBF 'C'	91.75	—
Utd. Paper Prf.	120.5	–1
Wartsila (L1)	194.5	–10.5

FRANCE

September 2	Frs.	+ or –
Accor	428	+5
Air Liquide	502	—
Alcatel	1,972	+47
BIC	730	+15
BNP (Cert.Inv.)	250	+3
Bongrain	2,445	+43
Bouygues	421	+10
BSN	4,915	—
Carrefour	2,370	–6
Club Mediterranee	422	–2
Cie Bancaire	423	–0
Cie Fin. de Suez	268	+4
Cofimeg	288	+3
CGE	316	–2
Damart	2,480	–5
Dumez S.A.	650	—
Eaux (Cie Gen)	1,325	+10
Elf-Aquitaine	314	–2
Essilor	2,301	+26
Gen. Occidentale	700	+5
Havas	710	+10
Imetal	205	+4
LVMH	2,840	+15
Lafarge Coppee	1,308	+7
L'Oreal	3,161	+18
Legrand	2,770	+20
Maisons Phenix	66	+1
Matra S.A.	177	–1
Michelin B	189	+2
Midi (Cie)	1,278	–1
Moulinex	108	+1
Nord Est	97	+1
Paribas	400	+0
Pernod Ricard	1,066	+15
Perrier	958	+33
Peugeot S.A.	1,144	+22
Printemps Au	550	+24
Radiotech	702	+1
Redoute	2,795	–5
Roussel-Uclaf	1,189	–1
St.Gobain	489	+7
Sefimeg	395	+0
Skis Rossignol	1,029	+23
Telemech Elect	4,131	–279
Thomson (CSF)	174	+2
Total-Petroles Fr.	330	+2
Valeo	490	—

GERMANY

September 2	Dm.	+ or –
AEG	202.5	+0.1
Allianz AG	1,485	+5
BASF	258.9	+0.7
Bayer	288	+0.2
Bayer-Hypo	325	–0.1
Bayer-Verein	324.8	–0.7
BHF-Bank	414.5	+0.5
BMW	475	+1
Brown Boveri	299.8	–0.4
Commerzbank	225	—
Continental AG	236.5	–0.5
Daimler-Benz	649	+3
Degussa	370.8	+0.6
Deutsche Babcock	173.7	+1.7
Deutsche Bank	494	+1.5
Dresdner Bank	261.5	+0.7
Feldmuehle Nobel	269.5	+2.5
Henkel	450.5	–2.5
Hochtief	522	+3

GERMANY (continued)

September 2	Dm.	+ or –
Hoechst	280	+1.4
Hoesch	153.5	–0.6
Holzmann (P)	453	+5
Horten	194	+4
Hussel	423	+11
Karstadt	427.1	+19.1
Kaufhof	355	+4
KHD	140	+3
Kloeckner Werke	101	—
Linde	673	+4
Lufthansa	138	—
MAN	196	+2.5
Mannesmann	168.6	+0.3
Mercedes Hld	517	+1
Metallgesell	282.5	+7.5
Moench Rueck	2,030	–30
Nixdorf	424	+3
Porsche	542	–11
Preussag	176	+8
Rhein West Elect	229	+3
Rosenthal	239	+4
Schering	490	–0.9
Siemens	423	+1.4
Thyssen	148.5	–0.5
Varta	268	+0.5
Veba	253.5	–0.5
V.E.W.	159.4	—
Verein-West	333	–2
Volkswagen	246	+1

ITALY

September 2	Lire	+ or –
Banca Com'le	2,402	–37
Bastogi-IRBS	285	–6
CIR	5,301	–114
Credito Italiano	1,166	–25
Fiat	9,131	–114
Generali Assicur	90,400	–850
Italcementi	109,600	–1,500
La Rinascente	4,280	–30
Montedison	1,785	–25
Olivetti	9,855	–157
Pirelli Co	5,445	–74
Pirelli Spa	2,498	–57
Saipem	2,250	–30
Snia BPD	2,245	–40
Toro Assicur	17,400	–590

NETHERLANDS

September 2	Fls.	+ or –
ACF Holding	48.00	–0.5
AEGON	81.30	+0.3
Ahold	82.10	—
AKZO	137.70	+1.6
ABN	41.60	+0.3
AMEV	49.00	–0.2
AMRO	72.50	+0.7
Bos'walij Wehry	99.00	—
Boehrmann-Tet	52.80	+0.9
Dordtsche Petroleum	207.00	–1
Elsevier Ndu	57.70	+0.8
Fokker	31.30	—
Gist Brocades	36.80	+0.4
Heineken	141.20	–0.3
Hoogovens	59.40	+1.3
Hunter Douglas	63.70	+0.1
IHC Caland	19.00	—
Int Mueller	58.80	+0.8
KLM	34.20	+0.4
KNP	163.7	+1.4
Nat Ned Cert	61.40	+0.6

NETHERLANDS (continued)

September 2	Fls.	+ or –
Ned Mid Bank	193.00	+6.5
Nedlloyd	221.00	+0.8
Oce Grinten	250.00	+1
Ommeren (Van)	28.40	+0.6
Pakhoed	83.00	+0.7
Philips	31.90	—
Robeco	91.30	–0.1
Rodamco	150.00	—
Rolinco	86.50	+0.1
Rorento	57.70	—
Royal Dutch	224.50	–1.7
Unilever	108.70	+0.2
VMF Stork	20.10	–0.3
VNU	87.50	+1.5
Wessanen	73.50	+1
Wolters Kluwer	142.00	+1

NORWAY

September 2	Kroner	+ or –
Aker	37.00	–2
Bergens Bank	113.00	+0.5
Bergesen B	290.50	–3.5
Christiania Bk	103.00	–1
Den Norske Credit	90.00 xr	–1
Elkem	136.0 xr	+2
Hafslund	480.00	—
Kosmos	113.50	+5
Kvaerner	218.00	—
Norsk Data	57.50	+0.5
Norsk Hydro	205.00	–2
Orkla Borregaard	180.0	—
Storebrand	36.00	+2

SPAIN

September 2	Pts. %	+ or –
Alcazar	637	–3
Banco Bilbao	1,065	—
Banco Central	1,030	—
Banco Exterior	430	—
Banco Hispano	803	—
Banco Popular	1,715	—
Banco Santander	915	—
Banco Vizcaya	1,065	—
Banesto	1,090	—
Dragados	402	–10
Hidrola	92.6	—
Iberduero	127	—
Petroleos (Cia Espl)	470	–4.5
Telefonica	181.1	–1.9

SWEDEN

September 2	Kroner	+ or –
AGA B (Free)	191	–1
Alfa-Laval B (Free)	390	—
ASEA B (Free)	346	–1
Astra B (Free)	180	–2
Atlas Copco A (Free)	206	—
Electrolux B (Free)	232	–1
Ericsson B (Free)	263	—
Esselte B (Free)	216	+1
Mo Och Dom B Free	368	—
Pharmacia B (Free)	148	—
Saab-Scania B Free	181	+2
Sandvik B (Free)	215	–1
Skandia (Free)	146	—
Skandia Intl	150	–1

SWEDEN (continued)

September 2	Kroner	+ or –
Skan Enskilda	142	—
SKF B Free	290	–2
St Kopparb'g A Free	316 xr	–1
Svka Cell'sa B (Free)	352	–1
Svka Handelsbn.	124	+1
Volvo B (Free)	328	+3

SWITZERLAND

September 2	Frs.	+ or –
Adia Intl	8,650	+25
Alusuisse	817	–6
Bank Leu	2,900	–10
Brown Boveri	2,230	–5
Ciba Geigy	3,250	–25
do. (PtCts)	2,070	–15
Credit Suisse	2,510	+10
Elektrowatt	2,840	–60
Fischer (Geo.)	1,060	+20
Hoff-Roche (PtCts)	118,250	–750
Hoff-Roche 1/10	11,825	–75
Inspectorate Int.	2,200	+10
Jacobs Suchard	7,450	+45
Jelmoli	2,740	—
Landis and Gyr	1,230	–10
Nestle	8,195	–15
Oer-Buhrle	1,180	+5
Pargesa Hldg	1,575	–15
Pirelli	250	—
Sandoz (Br)	12,100	–25
Sandoz (PtCts)	1,900	–10
Schindler (PtCts)	665	–10
Sika	790	+30
Surveillance	4,730	–45
Swissair	1,110	–5
Swiss Bank	351	–4
Swiss Reinsce	11,750	–150
Swiss Volksbk	1,660	–25
Union Bank	3,165	–5
Winterthur	5,175	–25
Zurich Ins	5,375	–25

SOUTH AFRICA

September 2	Rand	+ or –
Abercom	2.95	—
AEO	10.5	–0.25
Allied Tech	82	—
Anglo Am Coal	42	—
Anglo Am Corp	52.6	–0.15
Anglo Am Gold	245	+2.5
Barlow Rand	20.6	–0.05
Buffels	51.25	–0.25
CNA Gallo	5.35	—
Currie Finance	3	–0.2
De Beers	36.75	–0.1
Driefontein	32	+0.2
First Nat. Bank	14.5	—
Free State Cons Gold	27.5	+0.5
Gold Fields SA	50.75	–0.25
Highveld Steel	7.25	—
Malbor Hldgs	17.75	+0.15
Nedbank	5.5	—
OK Bazaars	11	—
Rembrandt	15.55	+0.05
Rust Plat	34.25	—
Safmarine & Ren.	18.75	+0.25
Sage Holdings	12	—
SA Brewers	17.6	+0.1
Smith (C.G)	38.5	—
Tongaat Hulett	12.4	—

INDICES

NEW YORK DOW JONES

	Sep 1	Aug 31	Aug 30	Aug 29	1988 High	1988 Low	Since compilation High	Since compilation Low
◆Industrials	2002.31	2031.65	2038.23	2041.43	2158.61 (5/7)	1879.14 (20/1)	2722.42 (25/8/87)	41.22 (2/7/32)
Home Bonds	88.03	87.99	88.05	88.00	91.25 (3/3)	86.12 (4/1)	–	–
Transport	839.01	846.62	848.42	849.91	908.45 (5/7)	737.57 (21/1)	1101.16 (14/8/87)	12.32 (8/7/32)
Utilities	177.34	178.70	178.64	178.89	190.02 (29/2)	167.26 (20/4)	227.83 (22/1/87)	10.50 (8/4/32)

◆Day's High 2027.56 (2052.45) Low 1988.44 (2022.94)

STANDARD AND POOR'S	Sep 1	Aug 31	Aug 30	Aug 29	1988 High	1988 Low	Since compilation High	Since compilation Low
Composite ‡	258.35	261.52	262.51	262.33	276.66 (22/6)	242.63 (20/1)	336.77 (25/8/87)	4.40 (1/6/32)
Industrials	296.36	300.05	301.32	301.20	318.54 (22/6)	277.66 (20/1)	393.17 (25/8/87)	3.62 (21/6/32)
Financials	24.52	24.88	25.00	25.05	25.54 (3/6)	21.51 (8/1)	32.43 (25/8/87)	8.64 (1/10/74)
NYSE Composite	146.68	148.29	148.66	148.55	155.35 (22/6)	136.72 (20/1)	187.99 (25/8/87)	4.46 (25/4/42)
Amex Mkt. Value	293.18	294.80	294.91	295.05	309.32 (10/6)	262.76 (12/1)	365.01 (13/8/87)	29.31 (9/12/72)
NASDAQ OTC Comp	372.96	376.55	376.49	376.21	394.97 (18/7)	331.97 (12/1)	465.28 (26/8/87)	54.87 (31/10/72)

	Aug 19	Aug 12	Aug 5	year ago (approx.)
Dow Industrial Div. Yield	3.79	3.73	3.51	2.54

	Aug 24	Aug 17	Aug 10	year ago (approx.)
S & P Industrial div. yield	3.90	3.29	3.26	2.40
S & P P/E ratio	13.57	13.57	13.68	23.20

TRADING ACTIVITY † Volume Millions

	Sep 1	Aug 31	Aug 30
New York	144.090	130.480	108.720
Amex	7.254	16.800	9.144
OTC	106.382	117.135	94.546

NEW YORK	Sep 1	Aug 31	Aug 30
Issues Traded	1,921	1,922	1,927
Rises	359	679	733
Falls	1,075	786	638
Unchanged	487	457	556
New Highs	9	20	9
New Lows	21	12	17

CANADA

TORONTO	Sep 1	Aug 31	Aug 30	Aug 29	1988 High	1988 Low
Metals & Minerals	2826.5	2871.5	2897.6	2959.5	3286.5 (5/7)	2838.7 (8/2)
Composite	3263.2	3285.8	3274.1	3288.6	3465.4 (5/7)	2977.9 (8/2)
MONTREAL Portfolio	1622.33	1635.97	1631.94	1636.28	1729.71 (5/7)	1505.06 (27/1)

NEW YORK ACTIVE STOCKS

Thursday	Stocks traded	Closing price	Change on day
New England Elec	5,514,000	29⅞	—
Penn Pwr & Lt	3,091,700	35⅛	– ⅛
Gould	2,509,400	22¼	– ⅛
IBM	1,496,300	110¼	– 1¼
Pwg Intl	1,415,700	22⅝	– ⅜
AT&T	1,368,300	24¼	– ⅛
Union Elec	1,351,500	23⅛	—
Exxon	1,320,500	45⅛	– ⅛
Mobil	1,253,100	43⅛	+ 2⅛
Unisys	1,245,100	31⅛	– ⅛

Base values of all indices are 100 except NYSE All Common – 50; Standard and Poor's – 10; and Toronto Composite and Metals – 1000. Toronto indices based 1975 and Montreal Portfolio 4/1/83. † Excluding bonds. ‡ 400 Industrials plus 40 Utilities, 40 Financials and 20 transports. (c) Closed. (u) Unavailable.

	Sept 2	Sept 1	Aug 31	Aug 30	1988 High	1988 Low
AUSTRALIA All Ordinaries (1/1/80) All Mining (1/1/80)	1546.2 743.8	1541.4 746.1	1570.5 767.3	1580.5 777.5	1657.8 (9/8) 847.8 (9/8)	1170.7 (10/2) 532.4 (10/2)
AUSTRIA Credit Aktien (30/12/84)	197.9	198.1	198.8	197.8	199.70 (17/8)	163.98 (11/2)
BELGIUM Brussels SE (1/1/84)	(u)	4877.20	4879.2	4867.7	5043.1 (9/3)	3608.35 (4/1)
DENMARK Copenhagen SE (3/1/83)	218.21	218.75	218.87	218.53	227.86 (3/8)	180.68 (4/1)
FINLAND Unitas General (1975)	719.7	726.4	725.8	718.2	772.1 (8/8)	530.6 (15/1)
FRANCE CAC General (31/12/82) Ind. Tendance (31/12/87)	344.8 130.4	348.3 130.9	347.7 131.8	347.6 131.0	368.5 (8/7) 137.6 (7/7)	251.3 (29/1) 89.7 (29/1)
GERMANY FAZ Aktien (31/12/58) Commerzbank (1/12/53) DAX (30/12/87)	477.96 1453.0 1157.29	478.50 1454.5 1152.99	484.31 1473.3 1165.36	481.95 1465.8 1165.53	495.78 (8/7) 1510.4 (8/8) 1199.96 (5/7)	396.40 (29/1) 1207.9 (29/1) 933.18 (28/1)
HONG KONG Hang Seng Bank (31/7/64)	2449.89	2433.32	2443.80	2439.55	2772.53 (12/7)	2223.56 (8/2)
ITALY Banca Com. Ital. (1972)	513.48	520.24	519.65	523.83	545.07 (18/3)	423.91 (9/2)
JAPAN** Nikkei (16/5/49) Tokyo SE New (4/1/68)	27116.50 2096.22	26934.26 2093.20	27365.95 2128.02	27511.65 2141.49	28423.38 (5/8) 2253.10 (2/8)	21217.04 (4/1) 1690.44 (4/1)
NETHERLANDS ANP-CBS General (1970) ANP-CBS Industrial (1970)	261.1 221.2	262.5 222.6	264.2 224.1	263.6 224.7	284.8 (9/8) 239.3 (9/8)	205.7 (4/1) 157.9 (11/1)
NORWAY Oslo SE (4/1/83)	374.79	375.54	378.14	371.30	423.64 (21/7)	327.78 (28/1)
SINGAPORE Straits Times Ind. (30/12/66)	1049.27	1031.81	1036.59	1020.21	1177.87 (8/8)	833.60 (4/1)
SOUTH AFRICA JSE Gold (28/9/78) JSE Industrial (28/9/78)	1254.0 1620.0	1250.8 1627.0	1243.0 1621.0	1246.0 1630.0	1451.0 (7/7) 1758.0 (20/7)	1154.0 (4/5) 1387.0 (12/2)
SPAIN Madrid SE (30/12/85)	278.02	280.50	282.75	284.36	301.63 (15/6)	225.50 (4/1)
SWEDEN Jacobson & P. (31/12/56)	2949.3	2952.2	2965.6	2954.0	3112.90 (5/8)	2148.5 (4/1)
SWITZERLAND Swiss Bank Ind. (31/12/58)	543.0	544.3	549.9	553.1	559.0 (9/8)	466.6 (13/1)
WORLD M.S. Capital Intl. (1/1/70)	(u)	422.7	428.7	433.8	465.2 (15/6)	401.0 (21/1)

** Saturday August 27: Japan Nikkei 27678.91 and TSE 2259.58

‡ Subject to official recalculation

‡ Base values of all indices are 100 except Brussels SE and DAX – 1,000 JSE Gold – 255.7 JSE Industrials – 264.3 and Australia, All Ordinary and Mining – 500; (c) Closed. (u) Unavailable.

CURRENCIES AND MONEY

FOREIGN EXCHANGES

Sterling and dollar lose ground

CURRENCY MARKETS finished the week on a confused note. Early trading suggested that investors were keen to run short on sterling, partly because of Thursday's break through key support at $1.6760, and also on expectations that weekend press comment was likely to give the pound a severe mauling.

However, early intervention by the Bank of England helped to stop the rot, but the pound continued to lose ground during the afternoon, until a turnaround in dollar sentiment helped sterling to finish above the day's lows.

The late improvement was in part a reaction to short term investors overstretching short positions. Dealers also felt that the effects of continued central bank intervention, and higher UK interest rates, added to the risks of carrying short positions over the weekend, especially since US centres are closed on Monday for a public holiday.

The pound's exchange rate index fell to a low of 75.1, before finishing at 75.2. However, this was still down from anopening level of 75.3, and Thursday close of 75.5.

Against the dollar, sterling finished at $1.6835, up from $1.6735, and recovered from a low of DM3.1125 against the D-Mark, to finish at DM3.1300. However, this was still down from Thursday's close of DM3.1350. Against the yen, it finished at Y229.00 from Y228.25. Elsewhere the pound closed at SFr2.6325 from SFr2.6475 and FFr10.6325 compared with FFr10.6600.

An indifferent reaction to US employment data for August left most traders less than content to maintain long dollar positions. A rise of 219,000 in non-farm payroll employment was below most expectations, and helped to relieve concern that US rates would have to be increased in order to contain inflationary pressures.

Consequently the dollar fell away to finish at DM1.8590 from DM1.8740 and Y135.95 compared with Y136.40. Elsewhere it finished at SFr1.5640 from SFr1.5815 and FFr6.3150 compared with FFr6.3700. On Bank of England figures, the dollar's exchange rate index fell from 100.3 to 99.9.

Elsewhere, the French franc lost ground against the D-Mark, and the Bank of France was probably active in a modest way, lending support to the French unit. The D-Mark rose to FFr3.3990 from FFr3.3975, although this was below the mark's best level. Dealers suggested that the authorities were probably keen to support the franc at DM3.4000, a level touched briefly during the day.

£ IN NEW YORK

Sept.2	Latest	Previous Close
£ Spot	1.6825-1.6835	1.6685-1.6695
1 month	0.52-0.51pm	0.51-0.50pm
3 months	1.59-1.57pm	1.53-1.52pm
12 months	4.70-4.65pm	4.41-4.38pm

Forward premiums and discounts apply to the US dollar

STERLING INDEX

	Sept.2	Previous
8.30 am	75.3	75.8
9.00 am	75.3	75.8
10.00 am	75.3	75.8
11.00 am	75.3	75.7
Noon	75.2	75.8
1.00 pm	75.3	75.8
2.00 pm	75.2	75.8
3.00 pm	75.1	75.8
4.00 pm	75.2	75.5

CURRENCY RATES

Sept.2	Bank rate %	Special* Drawing Rights	European Currency Unit
Sterling	-	0.766389	0.662279
U S Dollar	6.50	1.28692	1.10534
Canadian $	8.75	1.59166	1.36753
Austrian Sch	4	17.0092	14.5740
Belgian Franc	7	50.7175	43.4400
Danish Krone	7½	9.29414	7.96566
Deutsche Mark	3½	2.41787	2.07142
Neth Guilder	4	2.73020	2.33924
French Franc	9½	8.21184	7.04182
Italian Lira	12½	1798.08	1544.72
Japanese Yen	2½	175.600	151.344
Norway Krone	8	8.91836	7.67275
Spanish Peseta	-	159.756	137.693
Swedish Krona	8½	8.34182	7.16595
Swiss Franc	2½	2.03848	1.74589
Greek Drach.	20½	N/A	167.791
Irish Punt	-	N/A	0.774430

*All SDR rates are for Sept.1

CURRENCY MOVEMENTS

Sept.2	Bank of England Index	Morgan** Guaranty Changes %
Sterling	75.2	-17.0
U S Dollar	99.9	-7.9
Canadian Dollar	83.6	-3.9
Austrian Schilling	134.4	+10.0
Belgian Franc	98.0	-5.9
Danish Krone	89.1	+0.2
Deutsche Mark	144.8	+21.1
Swiss Franc	166.5	+19.6
Guilder	235.3	+11.5
French Franc	69.1	-15.0
Lira	45.0	-21.1
Yen	235.3	+74.4

Morgan Guaranty changes: average 1980-1982=100. Bank of England Index (Base Average 1975=100)**Rates are forSept.1.

OTHER CURRENCIES

Sept.2	£	$
Argentina	19.9005-20.0460	11.9200-12.0000
Australia	2.1040-2.1070	1.2600-1.2610
Brazil	485.85-488.55	291.00-292.45
Finland	7.4045-7.4260	4.4370-4.4390
Greece	251.25-255.45	150.55-153.05
Hong Kong	13.0215-13.0380	7.8050-7.8070
Iran	120.00*	70.60*
KoreaiSth)	1200.35-1210.00	719.20-725.00
Kuwait	0.47700-0.47775	0.28590-0.28600
Luxembourg	65.75-65.85	39.05-39.15
Malaysia	4.4575-4.4685	2.6700-2.6740
Mexico	3808.10-3827.65	2281.00-2292.00
N Zealand	2.7720-2.7795	1.6570-1.6595
Saudi Ar	6.2595-6.2650	3.7505-3.7515
Singapore	3.4145-3.4195	2.0450-2.0470
S Af (Cm)	4.0790-4.0895	2.4380-2.4395
S Af (Fn)	6.0385-6.1480	3.6165-3.6820
Taiwan	47.90-48.15	28.75-28.95
U.A.E.	6.1290-6.1350	3.6725-3.6735

*Selling rate

POUND SPOT- FORWARD AGAINST THE POUND

Sept.2	Day's spread	Close	One month	% p.a.	Three months	% p.a.
US	1.6650-1.6840	1.6830-1.6840	0.54-0.51cpm	3.74	1.62-1.57pm	3.79
Canada	2.0615-2.0815	2.0805-2.0815	0.42-0.33cpm	2.16	1.15-1.04pm	2.10
Netherlands	3.51¼-3.54	3.53-3.54	2-1⅞cpm	6.58	6-5¾pm	6.65
Belgium	65.60-65.85	65.75-65.85	31-26cpm	5.20	85-77pm	4.92
Denmark	11.97¼-12.07	12.06-12.07	4⅜-3⅜orepm	3.83	12¾-11½pm	4.00
Ireland	1.1625-1.1710	1.1665-1.1675	0.49-0.43ppm	4.73	1.44-1.34pm	4.76
W. Germany	3.11¼-3.13¼	3.12¼-3.13¼	1⅞-1⅝pfpm	6.71	5⅝-5¼pm	7.03
Portugal	256.20-258.90	257.90-258.90	par-42cdis	-0.98	2-95dis	-0.75
Spain	206.95-208.50	207.60-207.90	40-26cpm	1.91	104-87pm	1.84
Italy	2318-2336¼	2331½-2332½	3.00-2.50lirepm	1.42	5.30-4.20pm	1.07
Norway	11.65½-11.64¾	11.63¾-11.64¾	⅛-1oredis	-0.58	2¼-2¾dis	-0.88
France	10.57¼-10.64¼	10.62¼-10.63¼	4¼-3¼cpm	4.44	11¼-11pm	4.28
Sweden	10.79½-10.88½	10.87½-10.88½	1¾-1½orepm	1.72	5⅛-4⅛pm	1.88
Japan	228¼-229½	228½-229½	1⅜-1¼ypm	6.55	4¼-4pm	7.10
Austria	21.90-22.05	22.02-22.05	13¼-12¼gropm	6.94	38½-35½pm	6.69
Switzerland	2.62½-2.64¼	2.62¾-2.63¾	1⅞-1½cpm	7.69	5⅜-5¼pm	8.17

Belgian rate is convertible francs. Financial franc 66.70-66.80. Six-month forward dollar 2.90-2.85cpm 12 months 4.90-4.80cpm

DOLLAR SPOT- FORWARD AGAINST THE DOLLAR

Sept.2	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.6650-1.6840	1.6830-1.6840	0.54-0.51cpm	3.74	1.62-1.57pm	3.79
Ireland†	1.4240-1.4370	1.4360-1.4370	0.15-0.20cdis	-1.47	0.40-0.50dis	-1.26
Canada	1.2345-1.2380	1.2370-1.2380	0.15-0.18cdis	-1.60	0.51-0.54dis	-1.70
Netherlands	2.0970-2.1195	2.0995-2.1005	0.54-0.51cpm	2.99	1.57-1.54pm	2.95
Belgium	39.05-39.40	39.05-39.15	5.50-4.00cpm	1.46	13.00-10.00pm	1.18
Denmark	7.16½-7.21¼	7.16½-7.17	0.30dis-parpm	-0.25	0.55-0.20pm	0.21
W. Germany	1.8565-1.8770	1.8585-1.8595	0.54-0.51pfpm	3.37	1.59-1.54pm	3.35
Portugal	153¼-154½	153¼-153¾	50-70cdis	-4.68	145-195dis	-4.42
Spain	123.60-124.80	123.85-123.95	17-27cdis	-2.13	58-68dis	-2.03
Italy	1384-1398½	1384¾-1385¼	3.00-4.00liredis	-3.02	8.50-10.50dis	-2.73
Norway	6.91¼-6.95	6.91¼-6.91¾	2.50-2.65oredis	-4.46	8.05-8.25dis	-4.70
France	6.31-6.37¾	6.31¼-6.31¾	0.36-0.29cpm	0.61	0.83-0.68pm	0.48
Sweden	6.45¼-6.49¾	6.46-6.46½	1.05-1.15oredis	-2.04	3.00-3.25dis	-1.93
Japan	135.90-137.25	135.90-136.00	0.38-0.35ypm	3.20	1.18-1.15pm	3.40
Austria	13.13-13.19¼	13.13-13.13½	3.85-3.45gropm	3.33	10.75-9.75pm	3.12
Switzerland	1.5625-1.5830	1.5635-1.5645	0.62-0.58cpm	4.57	1.88-1.83pm	4.71

† UK and Ireland are quoted in US currency. Forward premiums and discounts apply to the US dollar and not to the individual currency. Belgian rate is for convertible francs. Financial franc 39.60-39.70.

EURO-CURRENCY INTEREST RATES

Sept.2	Short term	7 Days notice	One Month	Three Months	Six Months	One Year
Sterling	10¾-10⅝	11½-11¼	12⅛-12⅛	12⅜-12¼	12⅝-12½	12½-12⅜
US Dollar	8¼-8⅛	8⅛-8⅛	8⅜-8¼	8½-8⅜	8⅞-8¾	9-8⅞
Can. Dollar	9¼-9	9½-9¼	9⅞-9¾	10¼-10	10⅜-10½	10⅞-10⅝
D. Guilder	5¼-5	5¼-5	5⅜-5⅜	5⅝-5½	5⅞-5¾	5⅞-5¾
Sw. Franc	3⅛-3⅛	3⅜-3⅛	3⅜-3⅛	3⅞-3¾	4¼-4	4⅜-4¼
Deutschmark	4⅜-4⅜	4⅜-4⅜	5-4⅞	5⅛-5	5½-5⅜	5⅝-5½
Fr. Franc	7⅛-7¼	7⅝-7½	7⅞-7¾	8⅛-8	8⅝-8½	8⅞-8¾
Italian Lire	11-9	11½-10½	11⅝-11⅛	11⅝-11⅛	11¾-11½	11⅞-11½
B. Fr. (Fin)	7⅛-6⅞	7-6⅞	7⅛-7⅛	7⅝-7⅜	7⅞-7¾	7⅞-7¾
B. Fr. (Con.)	7⅛-6⅞	7⅛-6⅞	7¼-6⅞	7⅝-7⅛	8-7⅞	8⅛-7⅞
Yen	N/A	4⅞-4⅞	5⅛-5⅛	5⅛-5¼	5⅜-5⅛	5⅜-5⅜
D. Krone	7⅞-7½	7⅞-7½	8⅛-7⅞	8⅛-8⅛	8⅞-8½	9⅛-8⅞
Asian $Sing	8⅛-8⅛	8¼-8⅛	8½-8⅜	8⅞-8⅞	9⅛-8⅞	9¼-9⅛

Long term Eurodollars: two years 8⅞-8⅞ per cent; three years 8½-8⅜ per cent; four years 8⅞-8⅞ per cent; five years 8⅞-8⅞ per cent nominal. Short term rates are call for US Dollars and Japanese Yen; others, two days' notice.

EXCHANGE CROSS RATES

Sept.2	£	$	DM	Yen	F Fr.	S Fr.	H Fl.	Lira	C $	B Fr.
£	1	1.684	3.130	229.0	10.63	2.633	3.535	2332	2.081	65.80
$	0.594	1	1.859	136.0	6.312	1.564	2.099	1385	1.236	39.07
DM	0.319	0.538	1	73.16	3.396	0.841	1.129	745.0	0.665	21.02
YEN	4.367	7.354	13.67	1000.	46.42	11.50	15.44	10183	9.087	287.3
F Fr.	0.941	1.584	2.944	215.4	10.	2.477	3.325	2194	1.958	61.90
S Fr.	0.380	0.640	1.189	86.97	4.037	1	1.343	885.7	0.790	24.99
H Fl.	0.283	0.476	0.885	64.78	3.007	0.745	1	659.7	0.589	18.61
Lira	0.429	0.722	1.342	98.20	4.558	1.129	1.516	1000.	0.892	28.22
C $	0.481	0.809	1.504	110.0	5.108	1.265	1.699	1121	1	31.62
B Fr.	1.520	2.559	4.757	348.0	16.16	4.002	5.372	3544	3.163	100.

Yen per 1,000: French Fr. per 10: Lira per 1,000: Belgian Fr. per 100.

MONEY MARKETS

UK rates continue to rise

INTEREST RATES were mostly firmer in London yesterday, as the market reacted to a further fall in the value of sterling, which came despite renewed intervention by the Bank of England.

The key three-month interbank rate rose to 12⅝-12½ p.c. against 12⅜-12¼ p.c., while the one year rate was higher at 12⅝-12½ p.c. from 12⅝-12½ p.c.

Interbank rates now discount a half point rise in base rates to 12½ p.c., and dealers suggested that a further decline in sterling's value would put extreme pressure on the authorities to sanction another rise in rates.

The Bank forecast a shortage of around £200m, with factors affecting the market including bills maturing in official hands and repayment of any late assistance, together with a take up of Treasury bills, draining £57m. There was also a rise in the note circulation of £420m. These were partly offset by Exchequer transactions, which added £220m and banks' balances brought forward £80m above target.

The forecast was revised to a shortage of around £350m, and the Bank gave assistance in the morning of £350m, through outright purchases of £140m of eligible bank bills in band 3 at 11⅝-11⅝ p.c. and £210m in band 4 at 11⅝-11⅝ p.c.

There was no further assistance offered in the afternoon.

The firmer tone in interest rates was reflected at the weekly Treasury bill tender, where the average rate of discount rose to 11.6355 p.c. from 11.4865 p.c. The £100m of bills on offer attracted bids of £303m against £615m for a similar amount the previous week, and all bills on offer were allotted.

The minimum accepted bid was £97.095 against £97.12, and bids at that level were met as to about 60 p.c. and above in full against 23 p.c. Next week, a further £100m of bills will be on offer, replacing a similar amount of maturities.

In Frankfurt, call money was a little lower as traders assessed the prospects for the new month. Major tax payments are due later, and dealers are unsure whether enough funds will be available, especially in view of the Bundesbank's activity in currency markets, supporting the D-Mark.

UK clearing bank base lending rate
12 per cent
from August 25 & 26

FT LONDON INTERBANK FIXING

(11.00 a.m. Sept.2) 3 months US dollars		6 months US Dollars	
bid 8½	offer 8⅝	bid 8⅞	offer 9

The fixing rates are the arithmetic means rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11.00 a.m. each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque National de Paris and Morgan Guaranty Trust.

MONEY RATES

NEW YORK Treasury Bills and Bonds

(Lunchtime)

Prime rate	10	One month	6.77	Three year	8.64
Broker loan rate	9⅞-¾	Two month	7.21	Four year	8.70
Fed funds	8⅜	Three month	7.46	Five year	8.79
Fed funds at intervention	8⅛	Six month	7.82	Seven year	8.93
		One year	8.06	10-year	9.07
		Two year	8.50	30-year	9.14

Sept.2	Overnight	One Month	Two Months	Three Months	Six Months	Lombard Intervention
Frankfurt	4.70-4.80	4.60-4.80	4.80-5.00	4.90-5.10	5.30-5.50	5.00
Paris	7⅛-7⅜	7⅛-7¼	7¼-7⅜	7⅝-8⅛	8⅛-8⅜	6.75
Zurich	1⅛-1⅞	3½-3¾	-	3¾-4	-	-
Amsterdam	5¼-5⅜	5¼-5⅜	-	5⅜-5½	-	-
Tokyo	3.96875	4.28125	-	4.15625	-	-
Milan	10-10½	10¾-11⅛	-	11¼-11⅝	-	-
Brussels	-	7⅛-7⅜	-	7¼-7⅜	-	-
Dublin	7⅛-7⅜	7¼-7⅜	7½-7¾	7⅝-8¼	8¼-8⅜	-

LONDON MONEY RATES

Sept.2	Overnight	7 days notice	One Month	Three Months	Six Months	One Year
Interbank Offer	11½	11¾	12⅛	12⅝	12⅝	12½
Interbank Bid	2	10½	11¾	12⅜	12⅜	12⅜
Sterling CDs	-	-	12	12⅜	12⅜	12⅜
Local Authority Deps.	10¾	11½	12	12⅜	12⅜	12⅜
Local Authority Bonds	-	-	11	11⅜	11⅜	11⅜
Discount Mkt Deps.	11	11	11⅜	11⅜	-	-
Company Deposits	-	-	12⅜	12⅜	12⅜	12½
Finance House Deposits	-	-	12⅜	12½	12½	12⅜
Treasury Bills (Buy)	-	-	11⅜	11⅜	-	-
Bank Bills (Buy)	-	-	11⅞	12	11¾	-
Fine Trade Bills (Buy)	-	-	12⅞	12⅜	12⅜	-
Dollar CDs	-	-	8.40-8.35	8.55-8.50	8.90-8.85	9.15-9.10
SDR Linked Dep Offer	-	-	7⅜	7⅜	7⅞	7⅞
SDR Linked Dep Bid	-	-	7⅜	7⅜	7⅜	7⅞
ECU Linked Dep Offer	-	-	7⅞	7⅜	8⅜	8⅜
ECU Linked Dep Bid	-	-	7⅜	7⅜	7⅞	8⅛

Treasury Bills (sell): one-month 11½ per cent; three months 11⅜ per cent; Bank Bills (sell): one-month 11⅞ per cent, three months 11⅞ per cent. Treasury Bills: Average tender rate of discount 11.6355 p.c. ECGD Fixed Rate Sterling Export Finance. Make up day Aug.31, 1988. Agreed rates for period September 26, 1988 to October 25, 1988. Scheme I: 12.27 p.c., Schemes II & III: 12.72 p.c. Reference rate for period July 30, 1988 to August 31, 1988, Scheme IV&V: 11.364 p.c. Local Authority and Finance Houses seven days' notice, others seven days' fixed. Finance Houses Base Rate 11 from September 1, 1988. Bank Deposit Rates for sums at seven days notice 3.75 per cent. Certificates of Tax Deposit (Series 6); Deposit £100,000 and over held under one month 7½ per cent; one-three months 9 per cent; three-six months 9 per cent; six-nine months 9½ per cent, nine-twelve months 9½ per cent; Under £100,000 7 per cent from July.5.1988. Deposits withdrawn for cash 5 per cent.

LONDON STOCK EXCHANGE

Technical rally as Account ends

THE UK securities markets ended the week in somewhat better form yesterday as technical rallies in both Gilts and equities were helped by a generally favourable reception for the latest employment data from across the Atlantic.

Equities closed a painful three week trading Account, which brought news of a record monthly deficit on British trade and a full point rise in UK base rates, with a cautious rally, spurred on in late dealings by a strong opening on Wall Street. Gilts, although less sure at first as sterling continued to fall, steadied to close on the plus side as the pound steadied at the end of the day.

Account Dealing Dates

First Dealings:		
Aug 15	Sep 5	Sep 19
Option Declarations:		
Sep 1	Sep 15	Sep 29
Last Dealings:		
Sep 2	Sep 16	Sep 30
Account Day:		
Sep 12	Sep 26	Oct 10

*New time dealings may take place from 9.00 am two business days earlier

However, worries about UK base rates continued to weigh on both market sectors. Domestic money market rates remained disturbingly high, and the securities markets continued to watch the foreign exchange boards closely, fearing that a renewed slide in sterling could force yet another increase in UK base rates.

The rally in equities appeared to be largely technical, as traders bought stock to meet selling commitments taken on earlier in the extended trading account. Although the market closed firmly, there was no great rush to buy stock for the new account.

The FT-SE 100 Index ended the day with a gain of 16.4 at 1746.9. The market was firm from the opening, encouraged by signs of improvement in Tokyo and on Wall Street. Turnover was described as moderate, although the day's Seaq volume total of 443.9m shares, incorporating both marketmaker and customer business, increased from 385.8m on Thursday. Trading firms, which have been forced to jettison stock over the past fortnight, had to buy shares yesterday to meet their commitments.

The market's progress was somewhat fitful during the first half of the session, with share prices reacting temporarily from their early gains when it became clear that genuine investors were scarce. Market firms were taking a very cautious view of the near-term outlook for equities.

The week as a whole saw the FT-SE Index fall by 23.8 points as the market continued its sharp reaction to the increase in base rates in the previous week, when the £2.15bn deficit on UK trade for July shocked the City.

Over the three week account, the FT-SE Index has lost 96.5 points, reflecting widespread losses among construction and consumer stocks, which are immediately vulnerable to higher interest rates.

Government bonds looked distinctly unsettled for much of the day as sterling continued to wilt, but responded readily when the pound steadied to close above the worst of the day. Final quotations on the long dates showed net gains of ⅛ or so, with the shorts ⅛ and the mediums ⅛ better.

Beecham drug gets boost

AFTER THE MARKET's recent palpitations, Beecham enjoyed particular support yesterday as dealers reported favourable reaction to Thursday's management shakeup as well as to an article in The Lancet, the premier UK medical journal. The shares rose 5½ to 463½p in turnover of 2m.

The article detailed trials on Genentech's heart drug tPA which implied a lower success rate on treating heart attacks than that of Beecham's rival drug Eminase. In a trial of 1,000 patients, tPA's success rate was below that recorded recently in recorded trials of Eminase. One dealer said: "The article is further evidence that Eminase is ahead of the competition".

There was little follow-through from the much publicised heart drug conference in Vienna, altough dealers noted that there was certainly no bearish news to report. Nomura was believed to have been aggressively buying stock at the 460p level yesterday.

Standard slip

There was a further slide in Standard Chartered as the week's flurry of bid hopes subsided following the effective denial from the boardroom of suggestions that some of the "white squire" stakes have been sold. The shares slipped back by 8 to 485p, making a loss on the week of 13p.

Speculative activity earlier in the week followed hints in the City that share stakes of the "squires" – Mr Holmes à Court and the Y.K. Pao family, both with about 15 per cent of the equity, or of Tan Sri Khoo Teck Puat, the Malaysian businessman with 7.6 per cent, could be on the move. However, the Chartered camp gave no support to such views, and the speculative buyers have backed off as the long equity Account came to its end.

Irish competition

Irish Distillers continued to creep higher, rising another 8 to 366p in modest London turnover of just over 500,000 shares. The war of words surrounding the contested status of the group continued with an angry statement from Grand Metropolitan which was answered by Irish Distillers.

There was confirmation from Pernod Ricard via Distillers that it has been in talks about a possible bid for the whole issued share capital of the company and will announce its intentions as soon as possible. This was clearly designed to refute Grand Met's claim that a false market was effectively being created by Pernod to the detriment of shareholders in Distillers. In a late statement Grand Met said it would increase its own bid in the event of an offer by Pernod.

Dealers described it as a a "wait and see situation". With so many announcements made yesterday,there was little chance for other stories to influence the stock. "The ball seems to be firmly in Pernod's court," said one trader.

Investors are beginning to realise the oil majors and leading independents have fallen too far, said a leading trader yesterday. He welcomed the sector's bounce, saying: "Shell Transport (7 dearer at 993p) are being bought by income funds in advance of the dividend announcement later this month. Stocks with prime North Sea assets now represent good value". The forerunners in the latter category, Enterprise (453p) and LASMO (394p) rebounded 16 and 12 respectively.

Awaiting the Monopolies and Mergers Commission report on the Kuwait Investment Office shareholding, expected towards the end of the month, British Petroleum issues went higher. The "old" rose 4½ to 242½p while the partly-paid improved 3½ to 143½p.

Blue Circle moved back into the limelight as vague takeover talk resurfaced. In volume of some 1.6m, the shares closed 10½ higher at 422½p. Hanson has been put forward as a possible predator, but yesterday's speculation centred on Lafarge, the French cement group. Blue Circle is scheduled to reveal half-year figures next Wednesday and SBCI Savory Milln is forecasting interim pre-tax profits of £87m, compared with £59.7m.

Taylor Woodrow (TW) rose afresh to 577½p, up 10½, in the wake of P&O's increased stake (9.9 per cent), but volume at 641,000 was modest. BZW, the securities house, suggests that P&O is more than the friendly investor it describes itself as and points out that the TW share price is well underpinned by its superb property portfolio. This it values at some 450p per share and, as yet, it says there is no bid premium in the TW price.

Virgin shares rose 5 to 127p in turnover of 1m. Speculation is intensifying that the company's announced withdrawal from the market is imminent.

There was activity among insurance brokers, with PWS Holdings tumbling 18 to 130p as the board disclosed further details of the group's financial troubles as a preliminary step to the sale of the 42 per cent equity stake held by Mr R. Ben-Zur who was recently obliged to resign as chief executive.

Pearl had an active session as Mr Larry Adler's FAI Insurances confirmed that it has increased its stake in the UK life group to 8.09 per cent. At 471p, Pearl closed 2 higher.

Among clearing banks, Barclays, picked out by Smith New Court as "a strong buy", added 6 to 397p, and there were smaller gains in Lloyds (290p).

Still overshadowed by worries about the impact of higher borrowing charges on consumer spending, Store shares showed few signs of rallying. Nevertheless, movements at the end of the day were no worse than narrowly mixed.

Sears was again heavily traded as speculation that a predator is building up a stake in the group continued. Volume amounted to some 11m shares with a sizeable chunk of the business representing selling for cash and buying back for the new Account. Sears closed a penny dearer at 129p.

Empire Stores improved 4 to 244p as La Redoute of France and Gecos S.p.a. of Italy increased their stakes in the company.

SW Berisford raced ahead in light trading towards the end of the day, with dealers complaining that business was being spoiled by aggressive bidding. Turnover was a mere 325,000 shares as the price surged by 21½ to 388½p at the close.

A severe shortage of stock was blamed for the rise, while old speculative stories were lurking in the background. A large buy order was responsible yesterday for exacerbating pressure on dealers who have been short of stock for some time.

Sizeable parcels of Lonrho stock again went through the system, leading to turnover of 8m shares - a level consistent with the previous day's high figure. "This is genuine institutional buying inspired by the group's asset value", said one marketmaker, but another was convinced that somebody was acquiring a stake. The shares eased before moving up late to close 2 better at 252p.

Expectations of a strong interim statement later this month brought Inchcape, 4½ up at 202½p, back to favour. BZW is looking for profits of £67.5m, when the group reports on the 15th, compared with £55.3m last time, and a full-year result of £140m. Chase Manhattan Securities is even more optimistic, forecasting £147m.

Benlox Holdings jumped 14 to 64p following news of the revised terms of the Wentworth Golf Club deal. It was also announced yesterday that Dr A Marwan holds a 10.17 per stake in Benlox.

The technical bounce in Motors largely involved Lucas Industries which, after recent recommendations at the 535p-level, rallied 6 to 518p. Western Motor, another to have had a bumpy ride this week, rebounded 18 to 562p while Dagenham Motors rose 9 to 125p. William Jacks, up 5 at 88p, responded to speculation that its Malaysian-based parent, Johan Holdings, could be a takeover target. BSG International greeted news of a large order from Boeing Commercial Airplanes with a gain of 3 to 58½p and even beleaguered Jaguar managed some improvement. Domestic selling pressure lifted and shares of the car manufacturer edged up 4 to 245p helped by revived US support.

Property shares staged a technical rally after a week in which sentiment has been distinctly clouded by worries of even higher interest rates.

Activity in Traded Options slackened, with a total of 32,336 traded, dividing into 18,772 calls and 13,564 puts. FT-SE Index options were busy, recording 2,138 calls and 2,349 puts. Business in TSB returned to more normal levels of 1,051 calls and 1,830 puts.

■ Other market statistics, including the FT-Actuaries Share Index, Page 9

FINANCIAL TIMES STOCK INDICES

	Sep 2	Sep 1	Aug 31	Aug 30	Aug 26	Year Ago	1988 High	1988 Low	Since Compilation High	Since Compilation Low
Government Secs	86.28	86.48	86.54	86.72	86.83	85.72	91.43 (18/4)	86.28 (2/9)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Interest	95.62	♣95.87	96.72	96.85	96.86	92.18	98.67 (25/5)	94.14 (8/1)	105.4 (28/11/47)	50.53 (3/1/75)
Ordinary	1405.9	1391.6	1409.4	1409.9	1425.4	1782.1	1514.7 (8/8)	1349.0 (8/2)	1926.2 (16/7/87)	49.4 (26/6/40)
Gold Mines	191.4	193.1	194.1	197.2	200.1	451.2	312.5 (7/1)	187.8 (18/8)	734.7 (15/2/83)	43.5 (26/10/71)

	Sep 2	Sep 1	Aug 31	Aug 30	Aug 26	Year Ago
Ord. Dl. Yield	4.83	4.88	4.82	4.82	4.78	3.27
Earning Yld %(full)	12.20	12.32	12.17	12.18	12.05	8.07
P/E Ratio(Net)(☆)	9.97	9.87	10.00	10.00	10.10	15.21
SEAQ Bargains(5pm)	26,376	22,577	19,380	23,651	24,327	34,432
Equity Turnover(£m)†	-	820.73	934.56	664.96	1154.60	1057.39
Equity Bargains†	-	21,576	20,148	23,841	25,659	35,780
Shares Traded (ml)†	-	321.6	277.6	286.2	413.9	506.5

Ordinary Share Index, Hourly changes

● Opening	● 10 a.m.	● 11 a.m.	● 12 p.m.	● 1 p.m.	● 2 p.m.	● 3 p.m.	● 4 p.m.
1393.6	1398.9	1399.1	1398.4	1398.7	1400.3	1404.7	1405.1

DAY'S HIGH 1405.9 DAY'S LOW 1393.6

Basis 100 Govt. Secs 15/10/26, Fixed Int. 1928, Ordinary 1/7/35, Gold Mines 12/9/55, SE Activity 1974, ☆ Nil 9.89 † Excluding intra-market business. ♣ Corrected figure

● S.E. ACTIVITY

Indices	Sep 1	Aug 31
Gilt Edged Bargains	97.9	90.0
Equity Bargains	140.4	130.5
Equity Value	1859.9	1889.0
5-Day average		
Gilt Edged Bargains	101.0	100.0
Equity Bargains	148.4	146.8
Equity Value	1865.1	1872.8

● London Report and latest Share Index: Tel. 0898 123001

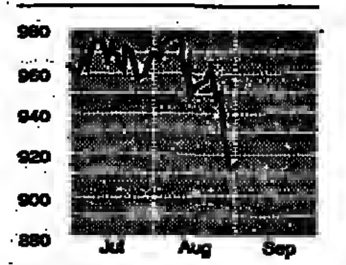
LONDON TRADED OPTIONS

Option		CALLS Oct	CALLS Jan	CALLS Apr	PUTS Oct	PUTS Jan	PUTS Apr
Allied Lyons (*392)	360	40	–	–	3	–	–
	390	18	29	38	12	19	22
	420	6	15	22	32	36	38
Brit. Airways (*148)	140	14	18	22	3	7	9
	160	4	9	12	16	19	22
	180	1	3	–	34	36	–
Brit. & Comm. (*216)	220	10	16	19	14	16	19
	240	3	6	11	30	30	30
	260	2	4	5	48	48	50
B.P. (*243)	220	27	35	37	1½	3½	7
	240	10	18	21	7	10	14½
	260	2½	9	12	18½	15½	26½
Bass (*741)	750	23	37	50	22	40	42
	800	6	15	27	65	75	75
	850	1	6	–	115	117	–
Cable & Wire (*365)	330	45	55	62	3½	9	13
	360	21	32	42	10	18	25
	390	10	18	25	30	35	42
Cons. Gold (*1003)	950	85	120	150	35	50	65
	1000	50	95	115	60	77	97
	1100	26	60	82	125	143	160
Courtaulds (*306)	300	20	29	37	6	14	16
	330	5	15	22	28	32	34
	360	1½	6	12	57	57	57
Com. Union (*335)	300	43	54	–	3	7	–
	330	20	34	36	13	17	24
	360	8	20	24	31	34	42
G.E.C. (*153)	140	16	22	26	2	4½	6
	160	5	9	13	10	13	13
	180	1	3½	6	28	29	30
G.K.N. (*311)	300	21	31	37	5	5	14
	330	5½	14	19	19	23	20
	360	1	6	8	50	52	33
Grand Met. (*491)	460	43	58	65	5	9	13
	500	16	32	40	19	25	32
	550	2½	13	20	62	63	65
I.C.I. (*1002)	950	75	108	122	9	20	35
	1000	40	74	90	26	35	55
	1100	6	29	40	100	100	115
Jaguar (*245)	220	25	34	–	3	7	–
	240	14	23	28	10	15	20
	260	5	14	17	23	28	35
Land Securities (*549)	500	55	68	80	3	8	13
	550	21	33	47	18	25	30
	600	4½	15	25	55	58	60
Marks & Spencer (*152)	140	13	18	22	1½	4	5
	160	5	8	12	11	13	14
	180	1	4	6	29	30	33
Britoil (*500)	420	–	–	–	1	–	–
	460	–	–	–	5	–	–
	500	–	–	–	14	–	–
Rolls-Royce (*129)	120	12	16	21	3	5½	7
	130	6½	10	15	7½	10	13
	140	2½	6½	9	14	17	20
STC (*251)	220	36	46	–	1½	3	–
	240	19	31	37	5	10	13
	260	9	19	23	12½	18	20
Sainsbury (*207)	200	13	21	26	5	7	9
	220	3	10	14	16	18	20
	240	1	4	–	35	35	–
Shell Trans. (*992)	950	55	85	97	20	30	45
	1000	25	55	65	42	55	78
	1100	2½	16	26	135	130	155
Storehouse (*197)	200	11	20	25	11	13	17
	220	4	12	16	26	28	30
	240	1½	7	11	45	45	47
Trafalgar House (*305)	280	32	36	42	3	7	10
	300	15	22	27	8	16	20
	330	5	9	13	27	33	37
T.S.B. (*98)	90	11	14	–	1	2½	–
	100	4	7	8½	4	6	8½
	110	1½	3	4	13	13½	14
Utd. Biscuits (*265)	260	14	20	26	8	11	15
	280	6	12	17	18	24	24
Ultramar (*251)	240	23	36	41	5	14	20
	260	12	25	30	18	25	30
	280	6	17	22	32	36	42
Woolworth (*233)	240	10	18	25	15	18	22
	260	3	11	20	30	30	33
	280	1½	7	11	50	50	52
Option		**Nov**	**Feb**	**Apr**	**Nov**	**Feb**	**Apr**
Ladbroke (*428)	390	48	60	–	4½	8	–
	420	25	38	45	13	18	20
	460	9	18	22	38	40	43
Option		**Nov**	**Feb**	**May**	**Nov**	**Feb**	**May**
Brit Aero (*481)	460	36	53	63	15	23	27
	500	16	32	40	37	43	47
BAA (*257)	245	22	–	–	3½	–	–
	255	13	–	–	7	–	–
	260	–	19	25	–	13½	18
BAT Inds (*434)	420	28	43	50	14	18	24
	460	10	22	29	38	42	45
	500	3½	–	–	75	–	–
Brit. Telecom (*228)	220	18	21	27	6	9	12
	240	6½	11	16	16	20	22
Cadbury Schweppes (*352)	330	33	47	–	5	13	–
	360	18	29	38	23	27	33
	390	9	17	24	45	46	52
Guinness (*309)	300	19	30	34	9	12	16
	330	5	12	18	28	30	34

Option		CALLS Nov	CALLS Feb	CALLS May	PUTS Nov	PUTS Feb	PUTS May
LASMO (*394)	360	45	65	75	7½	17	23
	390	23	47	58	19	29	37
	420	11	32	43	38	46	53
P. & O. (*557)	500	63	78	–	4	8	–
	550	27	43	55	20	27	35
	600	9	22	30	55	57	65
Pilkington (*198)	180	26	28	–	2	4	–
	200	12	17	24	5	13	15
	220	4½	9	14	25	27	29
Plessey (*153)	140	18	23	29	2	6	9
	160	5	12	16	13	16	19
	180	2½	6	9	29	30	31
Prudential (*151)	140	–	18	20	–	4	6
	150	8	–	–	6	–	–
	160	4	6	9	14	15	16
Racal (*293)	280	26	–	–	10	–	–
	300	15	25	34	18	24	28
	330	8	15	22	41	44	45
R.T.Z. (*417)	390	44	57	70	11	17	22
	420	26	38	52	24	30	40
	460	9	22	33	48	55	62
Vaal Reefs (*70)	70	7½	10½	13	5	8	10
	80	2½	5½	8½	12	16	17
Option		**Sep**	**Dec**	**Mar**	**Sep**	**Dec**	**Mar**
Amstrad (*203)	200	13	20	30	7	11	15
	220	5	12	20	18	21	24
Barclays (*397)	390	–	–	32	–	–	20
	395	7	17	–	16	20	–
	420	–	–	13	–	–	48
Beecham (*463)	460	15	28	40	9	20	24
	500	2	12	23	39	44	48
BTR (*262)	260	7½	16	24	5½	12	14
	280	1½	5	14	24	26	27
Blue Circle (*421)	390	35	50	62	3	9	14
	420	15	30	44	14	22	26
	460	4	14	25	46	48	52
Dixons (*150)	140	15	19	24	4	6	9
	160	3½	9	12	13	16	19
	180	1	3½	8	31	33	35
Glaxo (*956)	900	68	90	117	7	26	36
	950	32	59	88	20	48	57
	1000	11	36	63	52	75	85
Hawker Sidd. (*506)	460	52	58	68	3	7	13
	500	18	28	47	15	25	33
	550	2	10	22	33	60	65
Hillsdown (*260)	260	11	19	28	7	11	13
	280	2	9	19	22	23	27
	300	1	4	10	42	42	42
Hanson (*140)	130	11	14½	16½	¾	3	4½
	140	3½	7½	10½	3¾	7½	8½
	160	½	1¾	3½	21	22	22
Lonrho (*250)	240	14	26	30	3	7	14
	260	4	13	18	14	16	23
Midland Bk (*391)	390	11	25	33	9	14	20
	420	2	11	16	30	30	40
Sears (*129)	120	12	17	23	2	6	9
	130	7	13	18	6	11½	14
	140	3	8½	13½	15	17½	19
Tesco (*140)	140	5	11	14	5	10	10
	160	½	2½	6	22	22	23
Trusthouse Forte (*233)	220	16	25	29	2	6	16
	240	5½	14	19	10	15	20
	260	2	7½	11	28	30	34
Thorn EMI (*622)	600	35	52	63	7	14	20
	650	7	25	35	33	38	47
	700	2	10	17	80	80	82
Unilever (*440)	420	27	41	51	3	11	14
	460	4½	17	30	23	31	34
	500	1	6½	16	62	65	66
Wellcome (*486)	460	34	53	60	4	12½	18
	500	10	20	45	19	31	36
Option		**Sep**	**Dec**	**Apr**	**Sep**	**Dec**	**Apr**
Boots (*203)	200	12	18	23	6	10	13
	220	2½	7½	15	18	22	24
	240	½	3½	8	38	40	40
Option		**Oct**	**Jan**	**Mar**	**Oct**	**Jan**	**Mar**
British Gas (*174)	160	17	22	23½	1½	2½	4½
	170	9	–	–	3½	–	–
	180	3½	8½	11½	9	10½	12½
Option		**Sep**	**Nov**	**Jan**	**Sep**	**Nov**	**Jan**
RHM (*375)	390	11	20	25	20	25	28
	420	4	11	13	47	48	50
	460	1	3	5	87	87	90
Option		**Nov**	**Feb**	**May**	**Nov**	**Feb**	**May**
Conv. 9½% 2005 (*98)	98	1⅝	1⅝	–	1⅛	1¾	–
	100	¾	1⅛	–	2½	2⅞	–
	102	⅜	⅜	–	4⅜	4⅝	–
Tr. 12% 1995 (*106)	106	1	1⅜	–	1⅜	1⅜	–
	108	⅜	⅞	–	2⅜	2⅞	–
	110	⅛	⅜	–	4⅛	4⅜	–
Option		**Sep**	**Oct**	**Nov**	**Dec**	**Sep**	**Oct**	**Nov**	**Dec**
FT-SE Index (*1745)	1650	105	115	125	135	8	17	25	35
	1700	60	78	88	105	17	28	40	50
	1750	30	48	58	75	33	48	60	73
	1800	11	26	38	50	66	78	90	98
	1850	4	13	21	32	112	116	123	136
	1900	1½	7	11	16	158	160	165	173
	1950	1	3	5	–	210	210	212	–
	2000	½	2	3	–	260	260	262	–

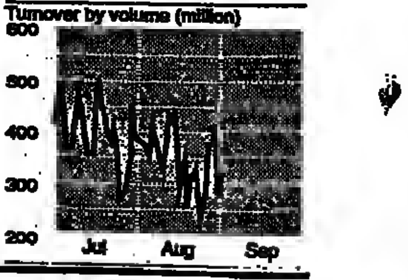
September 2 Total Contracts 32,336 Calls 18,772 Puts 13,564
FT-SE Index Calls 2138 Puts 2349
*Underlying security price.

FT-A All-Share Index



Equity Shares Traded

Turnover by volume (million)



NEW HIGHS AND LOWS FOR 1988

NEW HIGHS (18).
BRITISH FUNDS (1) Conv. 3½pc '61, **AMERICANS** (3) Corp Data, Inalco, Waste Mang., **CANADIANS** (1) Danbus Res., **BREWERS** (1) Irish Distillers, **ELECTRICALS** (2) Acal, Hoskyns, **FOODS** (1) Nurdin Peacock, **INDUSTRIALS** (1) Handley-Walker Grp., **LEISURE** (2) Madminster, Radio City "A" NV, **SHIPPING** (1) Gotaas, **OILS** (3) Cons. Brisco, Cultus Res., Hamilton Oil.

NEW LOWS (141).
BRITISH FUNDS (85) **INT.BANK & O'SEAS GOVT. STLG. ISSUES** (2) Euro Inv.Bank Tipo 2002, NZ 7½ 1988-92, **LOANS** (12) **AMERICANS** (1) Texas Inst., **CANADIANS** (2) American Lightwave, Energex Minerals, **BANKS** (7) Brown Shipley, First Nat. Fin., FNFC 6.3pc Cv Red Prf, Hambros, Rothwells, Warburg (S.G.), CLF 0½pc Pf, **BUILDINGS** (8) Church (Chas.), Lovell, McAlpine (A.), Marsh.Halifax 6½pc Cv Cm Red., Redland Cap 7½pc, Sandell Perkins, **CHEMICALS** (2) Doeflex, Sutcliffe Speakman, **STORES** (3) Brown (N.), Storehouse, Summer Inl., **ELECTRICALS** (1) Rodime, **ENGINEERING** (4) Christy Hunt, Richards Grp., 7ACE, Utd. Inds., **FOODS** (2) Matthews (B), Tesco 9pc Ln., **INDUSTRIALS** (6) Alexander (W.), Co. of Designers, Dyson (J.&J.), Eastern Prod., London Fin. & Invs., Renwick, Rolfe & Nolan, Spong, **INSURANCE** (1) PWS Hldgs., **LEISURE** (1) Selec TV, **NEWSPAPERS** (1) Collins (Wm), **PAPERS** (6) SSB Design, Bosco Massimi 12½p, Brunning, Ferguson Ind., Holmes Marchant, **PROPERTY** (3) Palmerston, Shield, Warringtons, **SHIPPING** (1) Ocean Trans., **SHOES** (1) Headlam Sims, **TEXTILES** (1) Haggas (J), **TOBACCOS** (1) BAT Inds. 12½pc Ln., **TRUSTS** (8) **OILS** (3) Cluff Res., Monarch Pet., Pan Pacific Pet., **PLANTATIONS** (1) Moran, **MINES** (8) Ang.Am.Gold, Blyvoor, Durban Deep, Eastmet, Free State Dev., Rand Min.Prps, Vaal Reefs, Welkom.

LONDON STOCK EXCHANGE: Dealings

Details of business done shown below have been taken with consent from last Thursday's Stock Exchange Official List and should not be reproduced without permission.

Details relate to those securities not included in the FT Share Information Services.

Unless otherwise indicated prices are in pence. The prices are those at which the business was done in the 24 hours up to 5 pm on Thursday and settled through the Stock Exchange Talisman system, they are not in order of execution but in ascending order which denotes the day's highest and lowest dealings.

For those securities in which no business was recorded in Thursday's Official List the latest recorded business in the three previous days is given with the relevant date.

‡ Bargains at special prices. ◆ Bargains done the previous day. Bargain done with non-member or executed in overseas markets.

Corporation and County Stocks

No. of bargains included2

London County2½% Cons Stk 1920(or after) – £25
Greater London Council6¾% Stk 90/92 – £87 ¼ (31Au88)
Birmingham District Council11½% Red Stk 2012 – £105 (26Au88)
Leeds(City of)13½% Red Stk 2006 – £120½ (30Au88)
Manchester(City of)11.5% Red Stk 2007 – £104 (30Au88)
Manchester Corp3% Red Cons Stk 1920(or after) – £25¾ (31Au88)

UK Public Boards

No. of bargains included7

Agricultural Mortgage Corp PLC6½%-Deb Stk 92/94 – £80¾
6½% Deb Stk 85/90 – £91⅞ ¼
7¼% Deb Stk 91/93 – £86¾ ⅞ .7¾
10¼% Deb Stk 92/95 – £94 (26Au88)

Foreign Stocks, Bonds, etc-(coupons payable in London)

No. of bargains included8

Abbey National Building Society10¾% Bds 1993 – £99¾ 7¾ (30Au88)
Amsterdam-Rotterdam Bank NV10¾% Nts 1991 – £97⅞◆
Bank of Montreal – $C99¾
Barclays Bank PLC10¾% Senior Subord Bds 1997 – £94¾ (30Au88)
Blue Circle Industries PLC9¾% Subord Cnv Bds 2002 – £104¾ (30Au88)
Cadbury Schweppes PLC9% Cnv Bds 2000 – $303.09◆
Commonwealth Bank of Australia12¾% Nts 1990(Br $A1000&5000) – $A99◆ ¾◆
Consolidated Gold Fields PLC9¾% Cnv Subord Bds 2002(Br£1000&5000) – £107¾ (26Au88)
Denmark(Kingdom of)10¾% Nts 1989(Br£5000) – £98¾ (30Au88)
Dow Chemical CoZero Cpn Nts 30/6/97 – £39¾ (26Au88)
GMAC Australia(Finance) Ltd13¾% Nts 15/9/89 – $A99 (30Au88)
General Electric Credit Int'l NVZero Cpn Gtd Nts 1995 – $54¼ (30Au88)
Grand Metropolitan PLC10¾% Subord Cnv Bds 2002 (Br£5000) – £87¾ (26Au88)
Hanson Trust PLC10% Bds 2006 (Br£5000) – £90¾ (26Au88)
International Bank for Rec & Dev9¾% Bds 2007 (Br£5000) – £89¾◆ ¼◆
10¾% Nts 1990(Br£1000) – £98¾ (30Au88)
Investors in Industry Int'l BVGtd Fltg Rate Nts 1994 – £99.79 (30Au88)
Land Securities PLC6¾% Cnv Bds 2002 – £90¾
Lewis(John) PLC10¾% Bds 2006 – £93¾◆
MEPC PLC10¾% Bds 2005 – £91¾ (30Au88)
Metal Box PLC5¾% Cnv Subord Bds 2002 – £89¾ 90 (30Au88)
Metropolitan Estate & Prop Int NV8¾% Cnv Bds 1995 – $148.17 (30Au88)
National & Provincial Bldg Society10% Nts 1993 (Br£5000&10000) – £95¾ ¾ (26Au88)
Nationwide Building SocietyFltg Rate Nts 1996 (Br£5000&50000) – £99¾ (30Au88)
Next PLC5¾% Cnv Bds 2002 – £100¾ (26Au88)
Pacific Dunlop Ltd7% Subord Cnv Bds 1996 – $168.01 (30Au88)
Ranks Hovis McDougall PLC4¾% Cnv Bds 2003 (Br£5000) – £115¾
Royal Bank of Scotland PLC10¾% Subord Bds 1998 (Br£5000&25000) – £96¾ (26Au88)
Royal Insurance PLC10¾% Nts 1992(Br£5000) – £99¾ (30Au88)
Saatchi & Saatchi Finance N.V.6¾% Red Cnv Prf 2003 £1 (Regd) – 95 6
Sainsbury(J) PLC10¾% Nts 1993 (Br£5000) – £98 (30Au88)
Sears PLC10¾% Bds 1995 – £96¾ (30Au88)
Slough Estates PLC10% Bds 2007 – £89¾ ¾ (26Au88)
Storehouse PLC4¾% Cnv Subord Bds 2001(Br£5000) – £98¾
Sweden(Kingdom of)9¾% Bds 1995 (Br£5000) – £89¾ (30Au88)
9¾% Bds 1997 – £92¾ (26Au88)
11¾% Bds 1989 (Br£5000) – £100¾ (30Au88)
11¾% Bds 1995(Br £5000) – £100¾◆
9¾% Nts 1993 (Br$C1000&10000) – $C97 (31Au88)
3i Group PLC9¾% Nts 1994 – £92¾
Trafalgar House PLC10¾% Bds 2006 – £93¾◆
Woolwich Equitable Building Society – £95¾ (30Au88)
Fltg Rate Ln Nts 1995(Br£10000&100000) – £99.50 (30Au88)

Sterling Issues by Overseas Borrowers

No. of bargains included30

American Brands Inc12¾% Uns Ln Stk 2009 – £105¾ ¾ 7
American Medical International Inc9¾% Uns Ln Stk 2011 – £94 (30Au88)
Asian Development Bank10¾% Ln Stk 2009(Regd) – £95¾◆
Australia(Commonwealth of)9¾% Ln Stk 2012(Regd) – £90¾ 1 ¾ (30Au88)
11¾% Ln Stk 2015(Regd) – £106¾
Bank of Greece10¾% Ln Stk 2010(Regd) – £92¾
Caisse Centrale De Cooperation Econ – £116¾ ¾
Caisse Nationale Des Autoroutes16% Gtd Ln Stk 2006 – £141¾◆
Cigna Overseas Finance NV13% Uns Ln Stk 2009 – £112¾ (26Au88)
Credit Foncier De France – £98¾ (30Au88)
14¾% Gtd Ln Stk 2007(Regd) – £132¾◆
Denmark(Kingdom of)13% Ln Stk 2005 – £114¾ ¾
Eaton Finance NV12¾% Uns Ln Stk 2014(Regd) – £108¾ (26Au88)
Electricite de France12¾% Gtd Ln Stk 2008(Regd) – £117¾ (31Au88)
11¾% Gtd Ser Ln Stk 2009/12(Regd) – £111¾ (26Au88)
European Investment Bank9¾% Ln Stk 2001 (Regd) – £89¾◆
10¾% Ln Stk 2004(Regd) – £98¾ ¾ (30Au88)
11% Ln Stk 2002(Regd) – £104¾ (30Au88)
Finland(Republic of)11¾% Ln Stk 2009(Regd) – £107¾
Hydro-Quebec12.75% Ln Stk 2015 – £116¾ 7¾ (31Au88)
15% Ln Stk 2011 – £133¾ (30Au88)
Iceland(Republic of)14¾% Ln Stk 2016 – £124 (26Au88)
Inco Ld15¾% Uns Ln Stk 2008 $ Rep Opt – £129 (31Au88)
Inter-American Development Bank9¾% Ln Stk 2015 – £93¾ ¾ (31Au88)
International Bank for Rec & Dev9¾% Ln Stk 2010(Regd) – £93¾ (30Au88)
11.5% Ln Stk 2003 – £107¾
Ireland12¾% Ln Stk 2008(Regd) – £112¾ ¾◆
Malaysia10¾% Ln Stk 2009(Br) – £94¾ (30Au88)
New Zealand11¾% Stk 2008(Regd) – £104¾
Nova Scotia(Province of)11¾% Ln Stk 2019 – £107¾ ¾ ¾
16¾% Ln Stk 2011 – £148¾ ¾ ¾
Petroleos Mexicanos14¾% Ln Stk 2006 – £94
Portugal(Rep of)9% Ln Stk 2016(Regd) – £82¾
Province de Quebec12¾% Ln Stk 2020 – £113¾ (26Au88)
Spain(Kingdom of)11¾% Ln Stk 2010(Regd) – £109¾ (26Au88)
Sweden(Kingdom of)9¾% Ln Stk 2014(Regd) – £93¾ (30Au88)
13.5% Ln Stk 2010(Regd) – £124¾ (30Au88)

Banks and Discount Companies

No. of bargains included580

Australia & New Zealand Banking GpNew $A1 (Nil Pd-2/9/88) – 35 7 8 8 40 1 2 3 4 5¾ 5
Bank of Ireland(Governor & Co of)7% Ln Stk 86/91 – £89◆
Barclays Bank PLC7¾% Uns Cap Ln Stk 86/91 – £90¾◆
8¾% Uns Cap Ln Stk 88/93 – £88 ¾ 9
12% Uns Cap Ln Stk 2010 – £106¾◆
16% Uns Cap Ln Stk 2002/07 – £133¾ ¾ ¾
BPG PLC4.2% Cum Prf £1 – 57 (26Au88)
Lombard North Central PLC5% Cum 1st Prf £1 – 50 (26Au88)
Midland Bank PLC10¾% Subord Uns Ln Stk 93/98 – £98¾ 9¾
14% Subord Uns Ln Stk 2002/07 – £118¾ (31Au88)
National Westminster Bank PLCADR (3:1) – $26.37◆ .88◆
7% Cum Prf £1 – 60 7
9% Subord Uns Ln Stk 1993 – £93¾
12½% Subord Uns Ln Stk 2004 – £111¾ ¾ (30Au88)
Standard Chartered PLC12¾% Subord Uns Ln Stk 2002/07 – £107 ¾
TSB Group PLCOrd 25p – 98 9 ¾ 100 100 .1 .388 ¾ 1 1 ¾
Warburg (S.G.) Group PLC7¾% Cum Prf £1 – 95 101¾ (30Au88)

Breweries and Distilleries

No. of bargains included448

Allied-Lyons PLC5¾% Cum Prf £1 – 58 (30Au88)
7¾% Cum Prf £1 – 78 (30Au88)
6¾% Red Deb Stk 84/89 – £91 (31Au88)
6¾% Red Deb Stk 87/92 – £85 (30Au88)
7¾% Red Deb Stk 88/93 – £85¾ 7
11¾% Deb Stk 2009 – £109¾ (31Au88)
7¾% Uns Ln Stk 93/98 – £82 ¾ (30Au88)
Bass PLC4% Cum Prf £1 – 41¾ (30Au88)
7% Cum Prf £1 – 58
3¾% Deb Stk 87/92 – £78¾
8¾% Deb Stk 87/92 – £91¾
4¾% Uns Ln Stk 92/97 – £82 9 (30Au88)
7¾% Uns Ln Stk 92/97 – £80 (31Au88)
Bass Investments PLC5% Uns Ln Stk 85/90 – £92 (30Au88)
7¾% Uns Ln Stk 92/97 – £81◆
Boddington Group PLC9¾% Cnv Uns Ln Stk 2000/05 – £157 (31Au88)
Bulmer(H.P.)Hldgs PLC9¾% 2nd Cum Prf £1 – 107 (26Au88)
Devenish(J.A.) PLC5¾% Cum Prf Stk £1 – 52 (26Au88)
Greenall Whitley PLC"A" Ord 5p – 190 (30Au88)
8% Cum Prf £1 – 105 (31Au88)
6¾% Irrd Uns Ln Stk – £75 (30Au88)
Guinness PLCADR (5:1) – $25¾ ¾ (31Au88)
Hardys & Hansons PLCOrd 25p – 733 60
Heavitree Brewery PLC11¾% Cum Prf £1 – 155◆
Home Brewery PLC5¾% Cum Prf £1 – 48 (26Au88)
International Distillers & Vintners Ltd4¾% Deb Stk 2002/07 – £60 (30Au88)
Mansfield Brewery PLCOrd £1 – 408◆ 10◆ 0◆
Marston,Thompson & Evershed PLC7% Uns Ln Stk 93/98 – £75 (26Au88)
Scottish & Newcastle Breweries PLC7% Cnv Cum Prf £1 – 155
Vaux Group PLC4¾% 'A' Cum Prf £1 – 46¾ (26Au88)
Watney,Mann & Truman Hldgs PLC4¾% Red Deb Stk 88/93 – £79 (26Au88)
7% Red Deb Stk 88/93 – £86¾ (30Au88)
7¾% Red Deb Stk 87/92 – £87 (26Au88)
10¾% Red Deb Stk 90/95 – £97 (31Au88)
Whitbread & Co PLC7¾% Uns Ln Stk 95/99 – £73¾
10¾% Uns Ln Stk 2000/05 – £97 (31Au88)
Whitbread Investment Co PLCOrd 25p – 365
7-12% Stepped Int 2nd Deb Stk 2010 – £100¾◆ 9◆

Commercial, Industrial, etc

No. of bargains included17133

ADT LtdADR (10:1) – $22¾ .4 .4 ¾ ¾
Cnv Cum Red Prf $1 – 355 (31Au88)
AGA Aktiebolag Non-Restricted Series "B" Sk25 – SK190 191
AGB Research PLC6.2% Cnv Prf £1 – 99 ¾ 100
AMEC PLC6.5p (Net) Cum Cnv Prf 50p – 93 4 5
15% Uns Ln Stk 1992 – £107 (30Au88)
AMI Healthcare Group PLCOrd 20p – 247 50
APV PLC5.25% Cum Prf £1 – 72 (26Au88)
Airtours PLCWarrants to sub for Ord – 10 5
Alba PLCOrd 10p – 125 4 8 9¼
Albion PLCOrd 20p – 75 (31Au88)
Alcan Aluminium LtdCom Shs of Npv – £16¾ ¾ (30Au88)
Alexanders Hldgs PLC"A"(Rst.V)Ord 10p – 27
Alexon Group PLC6.25p (Net) Cnv Cum Red Prf 10p – 92
Appleyard Hldgs PLCOrd 10p – 130◆
Argyll Group PLCWarrants to sub for Ord – 229 (30Au88)
Associated British Foods PLC5¾% Uns Ln Stk 87/2002 50p – 30¾ (30Au88)
7¾% Uns Ln Stk 87/2002 50p – 40 (30Au88)
Astra Holdings PLCOrd 5p (Ex Div) – 26 8 ¾ 9
Atwoods (Finance) NV8¾p Gtd Red Cnv Prf 5p(Rest Transfer) – 96
Austin Reed Group PLCOrd 25p – 365 85
Automated Security(Hldgs) PLC5% Cnv Cum Red Prf £1 – 155 (30Au88)
6% Cnv Cum Red Prf £1 – 132
10¾% Uns Ln Stk 90/95 – £90 (30Au88)
Avesco PLCCum Ptg Cnv Red Prf 1987 1p – 78 9
Avon Rubber PLC4.9% Cum Prf £1 – 63 (26Au88)
Ayrshire Metal Products PLCOrd 25p – 192 3
BAA PLCOrd 25p – 255 6 6 8 7 7 8
B.A.T Industries PLCADR (1:1) – $7¾ (26Au88)
B.A.T. Investments PLC10% Uns Ln Stk 90/95 – £101◆
10¾% Uns Ln Stk 90/95 – £98 9
BICC PLC6% 1st Cum Prf Stk £1 – 58 (26Au88)
7% Deb Stk 85/90 – £95 & (30Au88)
BM Group PLC4.2p (Net) Cnv Cum Red Prf 20p – 100
BOC Group PLC12¾% Uns Ln Stk 2012/17 – £111¾ ¾ & 2
BPB Industries PLC7¾% Deb Stk 88/91 – £89 (30Au88)
10¾% Deb Stk 94/99 – £97◆
BTP PLC7.5p(Net) Cnv Cum Red Prf 10p – 113
Bardsey PLCWarrants to sub for Ord – 10 (26Au88)
Barlow Rand LdPfd Ord R0.30 – 340 (30Au88)
Bayes PLC10% Cum Prf £1 – 117 (26Au88)
Beazer PLC5¾% Cnv Uns Ln Stk 2000 – £129
Benson Group PLCOrd 10p – 48
Berisford(S.& W.) PLC7¾% Cum Prf £1 – 85 (26Au88)
Bibby(J) & Sons PLC4.2% Cum Prf £1 – 55 (26Au88)
Blagden Coolant PLC7¾% Uns Ln Stk 87/92 – £89 (26Au88)
Blue Arrow PLCADR (20:1) – $15.740475
Blue Circle Industries PLC7¾% Cnv Cum Red Prf £1 – 123
5¾% 2nd Deb Stk 1984/2009 – £62 (30Au88)
7% Deb Stk 90/95 – £89 (26Au88)
9% Deb Stk 92/97 – £91◆
10¾% Deb Stk 94/99 – £98¾ (30Au88)
6¾% Uns Ln Stk(1975 or aft) – £58 (30Au88)
Boeing Co$hs of Com Stk $5 – £34¾ (30Au88)
Boots Co PLCADR (2:1) – $6.76
7¾% Uns Ln Stk 88/93 – £80
Boulthorpe Hldgs PLC7% Uns Ln Stk 90/95 – £77 (26Au88)
Braime(T.F.& J.H.)(Hldgs) PLC"A" Non.V Ord 25p – 210 (30Au88)
Brathwaite Group PLCOrd £1 – 382 4 7
Cnv Prf 50p – 77¾ 8 (31Au88)
Brent Chemicals International PLC9% Cum Red Prf £1 – 108 (26Au88)
Bridon PLC6% Uns Ln Stk 2002/07 – £58 (30Au88)
Bristol Stadium PLCOrd Stk 5p – 430
British Airways PLCOrd 25p – 144 4 5 5 .854 5 6 7 7 8 9
ADR (10:1) – $26◆ .325◆ ¾◆ .384848
British Aluminium PLC10¾% Deb Stk 2011 – £94 (26Au88)
British & American Film Hldgs PLCOrd 5p – 45◆
British-American Tobacco Co Ltd5% Cum Prf Stk £1 – 48¾
British Home Stores PLC5¾% Mtg Deb Stk 89/94 – £75 (26Au88)
7¾% Mtg Deb Stk 94/99 – £78 (30Au88)
British Polyphone Ltd5.25% Cum Prf £1 – 60 (26Au88)
British Shoe Corp Hldgs PLC7% Uns Ln Stk 85/90 – £89
British Sugar PLC10¾% Red Deb Stk 2013 – £99¾
Brunt PLC9% Cnv Uns Ln Stk 95/07 – £89 (31Au88)
Burton Group PLCWts to Sub for Ord Shs 1991 – 37 8 (26Au88)
8% Uns Ln Stk 96/2001 – £75 (30Au88)
9¾% Uns Ln Stk 98/2003 – £80 (30Au88)
8% Cnv Uns Ln Stk 1996/2001 – £103 4 5
CRH PLC7% "A" Cum Prf Ir£1 – £0.61 (26Au88)
Cadbury Schweppes PLC8¾% Cum 1st Prf Stk £1 – 50¾ (30Au88)
Carlton Industries PLC8¾% Uns Ln Stk 89/91 – £94
Centreway Trust PLC11% Cum Prf £1 – 111
Channel Tunnel Investments PLC5p – 115 8 9
Charter Consolidated PLC2p(Br) (Cpn 45) – 387 (31Au88)
Chepstow Racecourse PLCOrd 25p – £10 (30Au88)
Christie Group PLCOrd 2p – 165¾◆
Clarke(T.) PLCOrd 10p – 110 (31Au88)
Clyde Blowers PLCOrd 25p – 280 (31Au88)
6¾% Uns Ln Stk 2002/07 – £86 7 (31Au88)
7¾% Uns Ln Stk 90/95 – £85 (31Au88)
Coats Viyella PLC4.9% Cum Prf £1 – 65 ¾ ¾ (31Au88)
Colefax & Fowler Group PLCOrd 10p – 135
Collins(William) PLC6% Deb Stk 93/98 – £65 (26Au88)
Cookson Group PLC7% Pfd Ord 50p – 32 (26Au88)
Cooper (Frederick) PLC6.6p (Net) Cnv Red Cum Ptg Prf 10p – 101 (31Au88)
New 6.6p (Net) Cnv Red Cum Ptg Prf 10p – 99¾◆
Courtaulds PLC6% Cum Red 2nd Prf £1 – 55 (26Au88)
7¾% Deb Stk 89/94 – £87
5¾% Uns Ln Stk 94/96 – £74 (26Au88)
6¾% Uns Ln Stk 94/96 – £77 8
7¾% Uns Ln Stk 94/96 – £81 ¾ 2
Courts(Furnishers) PLCOrd 25p – 385 400
Croda International PLC5.9% Cum Prf £1 – 80 (26Au88)
6.9% Cum Prf £1 – 90 (26Au88)
Crowther(John Edward)(Hldgs) PLC5¾% Cum Prf £1 – 58 64 (26Au88)
Crystalate Hldgs PLC8¾% Cnv Uns Ln Stk 2003 – £95 100 (26Au88)
Cullen's Hldgs PLCWarrants to sub for Ord – 18 (31Au88)
DAKS Simpson Group PLCOrd 25p – £17.3
DRG PLC7¾% Uns Ln Stk 86/91 – £90
Dalgety PLC4.85% Cum Prf £1 – 65 (30Au88)
Davies & Metcalfe PLC"A"(Non.V)Ord 10p – 105
Davis(Godfrey)(Hldgs) PLCOrd 25p – 157 (31Au88)
de Morgan Group PLCOrd 5p – 98 103
Debenhams PLC7¾% Uns Ln Stk 2002/07 – £77
7¾% Uns Ln Stk 2002/07 – £70
Delta PLC5.15% Cum 2nd Prf £1 – 45 (26Au88)
7¾% Deb Stk 85/90 – £90
Dencora PLC6.25% Cum Cnv Red Prf £1 – 139 40 (31Au88)
Desoutter Bros(Hldgs) PLC5.25% Cum Prf £1 – 71
Dewhurst PLCOrd 10p – 55
Dickie(James)&Co(Drop Forgings)PLCOrd 25p – 100
Dominion International Group PLC – 8¾
Dow Chemical CoCom Stk $2.50 – £50 (31Au88)
Dunhill Hldgs PLC4.2% Cum Prf £1 – 60 (26Au88)
EIS Group PLC5% Cum Prf Stk £1 – 44 (26Au88)
EMAP PLCOrd 25p – 199 202 2 3 4
Elliott(B.) PLC7% Cnv Cum Red Prf £1 – 102 8
Elys(Wimbledon) PLCOrd 25p – 795◆
English Electric Co Ld7% Deb Stk 86/91 – £89
Erskine House Group PLC7.25p (Net) Cnv Cum Red Prf 20p – 102 (31Au88)
Eurocopy PLCOrd 5p – 85
European Home Products PLC5¾% Cnv Cum Red Prf 2006/11 £1 – 125
Eurotunnel PLC/Eurotunnel SA Units (Sicovam Inscribed) – FR33.01685 (30Au88)
Evode Group PLC8% Cnv Uns Ln Stk 03/08 – £155
FKI Babcock PLC7% Red Cnv Prf £1 – 420◆
Ferranti International Signal PLC5.6% 1st Cum Prf £1 – 70 (31Au88)
Fisher(Albert)Group PLCADR (10:1) – $17.7 (26Au88)
Fisons PLCADR (4:1) – $15.7◆
Fitzwilton PLC6¾% Cum Prf Ir£1 – I£0.45 (31Au88)
Folkes Group PLCOrd 5p – 56 7 8
Foseco PLC4¾% Cum Prf £1 – 58 (30Au88)
10% Cnv Uns Ln Stk 90/95 – £123
Friendly Hotels PLC4¾% Cnv Cum Red Prf £1 – 95
8% Cnv Cum Red Prf £1 – 155 (26Au88)
Futura Hldgs PLCOrd 25p – 470 (31Au88)
GKN (United Kingdom) PLC10¾% Gtd Deb Stk 90/95 – £96
General Electric Co PLC7¾% Uns Ln Stk 87/92 – £90
General Motors CorpCom Stk $1 2/3 – £42 (30Au88)
Gestetner Hldgs PLCOrd Cap 25p – 193
Glaimar Group PLCOrd 10p – 85 8 90
Glaxo Group Ld6¾% Uns Ln Stk 85/95 50p – 38 (30Au88)
7¾% Uns Ln Stk 85/95 50p – 40 (26Au88)
Glynwed International PLC7¾% Cum Prf £1 – 65 (26Au88)
Gnome Photographic Products PLCOrd 10p – 528 30
Goodwin PLCOrd 10p – 44◆
Grand Metropolitan PLC5% Cum Prf £1 – 47
6¾% Cum Prf £1 – 60
10% Uns Ln Stk 91/96 – £98 (31Au88)
Great Universal Stores PLC5¾% Red Uns Ln Stk – £46
8¾% Red Uns Ln Stk – £57¾
8¾% Uns Ln Stk 93/98 – £88
Gulf & Western Industries,IncCom Stk $1 – $40.314427 (30Au88)
Hall Engineering(Hldgs)PLC6.86% Cum Prf £1 – 76¾ (26Au88)
Hampson Industries PLC – 10¾ 8 (31Au88)
Hard Rock International PLCClass A (Rest Vtg) Ord 2p – 94 (30Au88)
Hambro Inc$hs of Com Stk $0.50 – $14¾◆
Hawker Siddeley Group PLC5¾% Cum Prf £1 – 62¾ 3 (30Au88)
Hoechst AgDM50 (Cpn 52) – DM153.4 279
Honda Motor Co LdShs of Com Stk Y50 – Y60 70 (31Au88)
House of Fraser PLC6¾% Uns Ln Stk 93/98 – £85 (30Au88)
Howard & Wyndham PLC8% Uns Ln Stk 76/91 – £90
Hunting Associated Industries PLC6¾% Cnv Uns Ln Stk 03/08 – £255
IMI PLC7¾% Uns Ln Stk 86/91 – £90 (31Au88)
7¾% Uns Ln Stk 88/93 – £86◆
ITL Information Technology PLCOrd 10p – 41 2
Imperial Chemical Industries PLC5¾% Uns Ln Stk 94/2004 – £62
7¾% Uns Ln Stk 86/91 – £90 ¾ 1 ¾
8¾% Uns Ln Stk 88/93 – £88¾ 90 ¾ 1
11¾% Uns Ln Stk 91/96 – £100¾ 1¾
International Bus Mach CorpShs Cap Stk $1.25 – £84¾ 5¾
Jacksons Bourne End PLC25p – 102
Jamesons Chocolates PLCOrd 10p – 230
Johnson & Firth Brown PLC11% Uns Ln Stk 93/98 – £80◆
Johnson Group Cleaners PLC7.5p (Net) Cnv Cum Red Prf 10p – 112◆
Johnson,Matthey PLC8% Cnv Cum Prf £1 – 320
Jones,Stroud(Hldgs) PLC10% Cum Prf £1 – 100 10 (26Au88)
Kenning Motor Group PLC7% Cum Prf £1 – 65
Laing(John) PLCOrd "A" Non Vtg 25p – 285
Laporte Industries(Hldgs) PLC7¾% Cum Prf Stk £1 – 71
8% Deb Stk 93/98 – £84◆ 6◆
Lex Service PLC2nd Ser Wts To Subscribe for 1 Ord – 322
Life Sciences International PLC6% Cum Cnv Red Prf £1 – 130
Lloyd(F.H.)Hldgs PLC7¾% Uns Ln Stk 86/91 – £88◆
London International Group PLC10¾% Uns Ln Stk 90/95 – £90 (26Au88)
Lonrho PLCADR (1:1) – $4.15 (31Au88)
7¾% 1st Mtg Deb Stk 86/91 – £89◆
Low(Wm) & Co PLC8.75% Cum Cnv Red Prf £1 – 111 1 2 8
Lucas Industries PLC6¾% 1st Prf £1 – 50
Lyon & Lyon PLCOrd 25p – 289◆
McCarthy & Stone PLC8.75% Cum Red Prf 2003 £1 – 98¾ ¾ ¾ (31Au88)
7% Cnv Uns Ln Stk 99/04 – £178 (30Au88)
Magnet PLC5.625% Cnv Cum Red Prf 2012 £1 – 75 7 7 ¾ 8 8¼ ¾ 9
Manganese Bronze Hldgs PLC6¾% Cum Prf £1 – 79 (31Au88)
Manor National PLC10¾% Red Cum Prf £1 – 116 (30Au88)
Marks & Spencer PLC7% Cum Prf £1 – 56
Metal Box PLC10¾% Uns Ln Stk 92/97 – £99 (30Au88)
Michelin Tyre PLC6¾% Deb Stk 94/99 – £95 (30Au88)
Monsanto PLC5% Gtd Ln Stk 82/97 – £67 (26Au88)
Morgan Crucible Co PLC7.5% (Net) Cnv Cum Red Prf £1 – 106 &
Morton Sundour Fabrics Ld5% Cum 1st Prf £1 – 47 (26Au88)
National Telecommunications PLCOrd 5p – 132 3 4¾ &
News International PLC7% 1st Cum Prf £1 – 74 (31Au88)
8% 2nd Cum Prf £1 – 80 (31Au88)
Next PLC10%"B" Cum Prf 50p – 50 (30Au88)
Noble & Lund PLC8% Cnv Cum Red Prf £1 – 114
Nobo Group PLCOrd 10p – 216
Normans Group PLC8¾% Cnv Uns Ln Stk 99/04 – £102 (31Au88)
Norsk Data ASClass "B"(Non Vtg) NK20 – $8¾
Northern Engineering Industries PLC9% Uns Ln Stk 90/95 – £89 (26Au88)
Norton Opax PLC5¾% Cnv Cum Red Prf 2002 £1 – 92
Parkland Textile(Hldgs) PLCOrd 25p – 270
Paterson Zochonis PLC10% Cum Prf £1 – 117 (30Au88)
Pearson PLC5.675% Uns Ln Stk 88/93 – £78 (26Au88)
6.975% Uns Ln Stk 88/93 – £83 (26Au88)
8.25% Uns Ln Stk 88/93 – £90◆
8.525% Uns Ln Stk 88/93 – £89◆ 90◆
10¾% Uns Ln Stk 93/98 – £97 8 (31Au88)
Pentos PLCDfd Ord 20p – 218
Pillsbury CoCom Shs of NPV – $86.2 (26Au88)
Pleasurama PLC7.75% Cnv Cum Red Prf £1(Fp/PAL-29/9/88) – 99¾ 100¾ 1
7.75% Cnv Cum Red Prf £1(Nil Pd-29/9/88) – 0¾◆ 1◆ ¼◆ ¼◆ ¼◆ ¾◆ 2◆ 2◆
Plessey Co PLC7¾% Deb Stk 92/97 – £84 (26Au88)
Portals Hldgs PLC9¾% Cnv Uns Ln Stk 94/2000 – £185
Porter Chadburn PLC8% Cnv Cum Red Prf 1993 £1 – 117 20 (30Au88)
Prosaic Holdings PLC10.5% Cum Prf £1 – 100 (26Au88)
Prestwick Hldgs PLC7¾% Cnv Cum Red Prf £1 – 112◆
Queens Moat Houses PLC10¾% 1st Mtg Deb Stk 2020 – £94¾ (26Au88)
Quicks Group PLC10% Cum Prf £1 – 110 (31Au88)
R.E.A.Hldgs PLCWarrants to sub for Ord – 24 (31Au88)
9% Cum Prf £1 – 85◆
RPH Ld4¾% Uns Ln Stk 2004/09 – £58
7¾% Uns Ln Stk 87/92 – £86¾ (30Au88)
9% Uns Ln Stk 99/2004 – £80 (31Au88)
Racal-Chubb Ld5¾% Uns Ln Stk 87/92 – £90 (30Au88)
Racal Electronics PLCADR (1:1) – $4.97
Rank Organisation PLCADR (1:1) – $11¾◆
Ranks Hovis McDougall PLC6% Cum "A" Prf £1 – 58 9
6% Cum "B" Prf £1 – 60 (30Au88)
5¾% Uns Ln Stk 90/94 – £87¾
8¾% Uns Ln Stk 91/95 – £91◆
Ratcliffs(Great Bridge) PLC6% Cum 2nd Prf £1 – 65 (26Au88)
Reiners Group PLC6.25p Cnv Cum Non-Vtg Red Prf 20p – 97 7 8 &
Readicut International PLC5¾% 2nd Cum Prf £1 – 48 (26Au88)
Reckitt & Colman PLC5¾% Deb Stk 85/90 – £90 (26Au88)
Rolls-Royce PLCOrd 20p – 128 8 ¾ .6265 .271 9 9 .3705 ¾ ¾ 30 30 30¼ ¾ ¾ 1 1¼ 1¼
Ropner PLC11¾% Cum Prf £1 – 132 3
Rugby Group PLC6% Uns Ln Stk 93/98 – £66 (31Au88)
Russell(Alexander) PLC5.75% Cum Cnv Red Prf – 80 (26Au88)
SD-Scicon PLCOrd 5p – 79 9 9¼ 82
6.5% Cnv Cum Red Prf £1 – 135 5
Warrants to sub for Ord – 13
Saatchi & Saatchi Co PLCADR (3:1) – $17¾◆
6% Cnv Uns Ln Stk 2015 – £90◆
Savills PLCOrd 5p – 125
Scapa Group PLC8% Uns Ln Stk 88/93 – £85 (30Au88)
Schering AGShs of DM50,100 &1000 (Cpn 52) – DM496 (26Au88)
Seafield PLCOrd Ir£0.25 – I£1.42 p 121 5
Sears PLC7¾% Uns Ln Stk 92/97 – £81
Sears,Roebuck & CoShs of Com Stk $0.75 – £21.07 (30Au88)
Simon Engineering PLC9¾% Deb Stk 92/97 – £90 (26Au88)
Sindall (William) PLC5.525% CnvCumRedPrf £1(Fp/PAL-21/9/88) – 109
600 Group PLC8¾% Uns Ln Stk 87/92 – £88 (31Au88)
Smith (W.H.) Group PLC"B" Ord 10p – 55
3¾% Cum Red Prf £1 – 60 (26Au88)
5¾% Red Uns Ln Stk – £45 (31Au88)
Smurfit(Jefferson)Group PLC10¾% Uns Ln Stk 75/95 – £89 (31Au88)
Sperati(C.A.)(Special Agency)Ord 50p – £15¾ (30Au88)
Staveley Industries PLC7¾% Uns Ln Stk 88/93 – £86 (31Au88)
Steetley PLC4¾% Cum Prf £1 – 40 (26Au88)
Storehouse PLC9% Cnv Uns Ln Stk 1992 – £135◆
Summer International PLC7.3% (Net) Cnv Cum Red Prf £1 – 81 (31Au88)
Sutcliffe,Speakman PLCWarrants to sub for Ord – 40 (30Au88)
Symonds Engineering PLCOrd 5p – 41◆
TDK CorporationShs of Com Stk Y50 – $787.86 830 835 870
TGI PLCOrd 1p – 135
T.I.P. Europe PLCOrd 5p – 165 7 8
TVS Entertainment PLC7.4p (Net) Cnv Cum Red Prf 2008 10p – 101 ¾ 2
10% Cnv Uns Ln Stk 1997 – £165 (26Au88)
Tamaris PLCOrd 10p – 58 62
5¾% Cnv Red Prf 2003 £1 – 100
Tarmac PLC5¾% Deb Stk 89/94 – £81¾ (30Au88)
Tate & Lyle PLC7¾% Uns Ln Stk 85/90 – £90 (30Au88)
8% Uns Ln Stk 2003/08 – £77
Non-Int Brg Cnv ULS 1989 (Fly Pd) (Regd) – £95 6 8
Taylor Woodrow PLC7¾% Uns Ln Stk 87/90 – £90 (31Au88)
Telfos Hldgs PLCWarrants to sub for Ord – 79 80 1
9% Cum Prf £1 – 105 (31Au88)
Tesco PLCADR (1:1) – $2.34 (26Au88)
4% Uns Deep Disc Ln Stk 2006 – £46¾
Tex Holdings PLCOrd 10p – 180 2
Thomson Organisation PLC5.33% Cum Prf £1 – 61
21.7% Cum Prf 25p – 75 (26Au88)
7¾% Uns Ln Stk 87/92 – £88 90 (30Au88)
Thomson T-Line PLC5.75p(Net)Cnv Cum Red Prf 20p – 87
THORN EMI PLC5% Uns Ln Stk 2004/09 – £59 (26Au88)
Tilling(Thomas) PLC4.55% Cum Prf £1 – 65 (30Au88)
6¾% Uns Ln Stk 89/94 – £86¾ (31Au88)
Titaghur Jute Factory PLCOrd Stk £1 – 133
Tomkins PLC8.25p(Net) Cum Cnv Red Prf 20p – 96¾
8.25p(Net)Cm CnvRdPrf 20p(Fp/PAL-2/9/88) – 97◆
9¾% Cnv Uns Ln Stk 1994 – £235 40 (30Au88)
Tootal Group PLC6¾% Deb Stk 85/90 – £89 (26Au88)
7¾% Uns Ln Stk 89/94 – £70 85
Towles PLC"A" Non.V.Ord 10p – 100 (31Au88)
Trafalgar House PLC7¾% Cum Prf £1 – 72◆
9¾% Uns Ln Stk 2000/05 – £85¾ (31Au88)
10¾% Uns Ln Stk 2001/06 – £95
Trusthouse Forte PLCWarrants to sub for Ord – 50 (30Au88)
10.5% Mtg Deb Stk 91/96 – £98
9.1% Uns Ln Stk 95/2000 – £85 (26Au88)
UK Paper PLCOrd 10p – 158 82 2 3 5
Unigate PLC5¾% Deb Stk 83/88 – £97 (30Au88)
6¾% Uns Ln Stk 91/96 – £76
Unilever PLCADR (4:1) – $29¾ 29.86904
7% 1st Cum Prf Stk £1 – 71 (30Au88)
8% Uns Ln Stk 91/2006 – £81 ¾
Union International Co PLC6% Cum Prf Stk £1 – 58
7% Cum Prf Stk £1 – 64 5 (26Au88)
United Biscuits(Hldgs) PLCWarrants to sub for Ord (1988) – 135
8% Deb Stk 93/98 – £87¾ (30Au88)
United Scientific Hldgs PLC5.5% Cnv Cum Non-Vtg Red Prf £1 – 79◆
Upton(E)& Sons PLCOrd 25p – 95 100
Vickers PLC5% Prf(Non-Cum)Stk £1 – 48 (30Au88)
5% Cum(Tax Free To 30p)Prf Stk £1 – 55 (30Au88)
Victoria Carpet Hldgs PLCOrd 25p – 147
Virgin Group PLCADR (8:1) – $12.7 (26Au88)
Volvo AB"B" SK25(Non-Restricted) – $49 48¾ 49¾ 49¾ 49¾ SK316¾
WB Industries PLCOrd 10p – 45 (31Au88)
Waddington(John) PLC10¾% Deb Stk 90/95 – £96 (30Au88)
Wade Potteries PLC10% Cum Prf £1 – 115◆
Wagon Industrial Hldgs PLC7.25p (Net) Cnv Ptg Prf 10p – 188 4
Walker & Staff Hldgs PLCOrd 5p – 132 5 (31Au88)
9% Uns Ln Stk 1995 – £95 (30Au88)
Walker(Thomas) PLCOrd 5p – 57
Waterford Glass/Wedgwood PLC – I£1.09 p 91 ¾ 2
Westland Group PLCWarrants to sub for Ord – 32 3
7¾% Cnv Cum Prf £1 – 130 (26Au88)
Whitecroft PLC4.2% Cum Prf £1 – 55 (30Au88)
Widney PLC8.75% Cnv Cum Red 2nd Prf 2000 £1 – 105
Williams Hldgs PLC10¾% Cum Prf £1 – 130 (31Au88)
Youghal Carpets(Hldgs) Ld6% Cum Prf I£1 – I£0.16

Financial Trusts, Land, etc

No. of bargains included451

American Express CoCom $0.60 – £15¾
Archer(A.J.) Hldgs PLCOrd 1p – 140
Argyle Trust PLC11% Cnv Subord Uns Ln Stk 1992 – £120 (31Au88)
Asset Trust PLCWarrants to sub for Ord – 53 (30Au88)
Australian Agricultural Co Ld$A 0.50 – 345◆
British & Commonwealth Hldgs PLC – £98¾ ¾ ¾ ¾
New 10¾% UnsLnStk 2012 (Fp/LA-3/1/89) – £88¾ 88¾ 88¾ 88¾ 88¾
Capital Strategy Fund LdPtg Red Prf $0.01(British Fund Shs) – 181
Compagnie Bancaire S.A.FF100(Br) – FR418.28815◆ 423◆ 426◆
Daily Mail & General Trust PLCOrd 50p – £28◆
F & C Enterprise Trust PLCSer B Warrants to sub for Ord – 7 (26Au88)
Foreign & Col Reserve Asset Fund Ld – $5.024
Goode Durrant PLC3.5% Cum Prf 50p – 24 (30Au88)
Hill Samuel(Jersey)Fixed Inter FundPtg Red Prf 1p – 116.3◆
IBI Global Funds LdPtg Red Prf $0.01(Sterling Shs) – £16.58 (31Au88)
Ptg Red Prf $0.01(Managed Shs) – £17.17 (31Au88)
Intl Stock Exchange of UK&Rep of Ir Ld 7¾% Mtg Deb Stk 90/95 – £82¾
Korea-Europe Fund LdShs(IDR to Br) $0.10 (Cpn 2) – $28¾ 83.03 85¾ 500 750
LIT Holdings PLCCum Red Prf £1 – 100 (30Au88)
M&M Britannia Jersey Gilt Fund LdPtg Red Prf 1p – 19.8
Melville Street Investments PLCWarrants to sub for Ord – 27 (30Au88)
Mezzanine Capital&Inc Tst 2001 PLCInc Shs £1 – 153 (26Au88)
NMC Group PLC – 96
National Home Loans Corp PLC7.5% Cnv Prf £1 – 85 8
Practical Investment Co PLCOrd 10p – 81 3
RBC International Bond Fund LdPtg Red Prf $0.01 – $11.26 (31Au88)
Royal Trust Government Secs Fund Ld – 83.9¼
Save & Prosper Gold Fund Ld$0.01 – £8.61283 8.8247
Selective Assets Trust PLCOrd 10p – 73 4 8
Units of Equities Index Uns Ln Stk 2013 – 81 2
Ship Mortgage Finance Co PLC8% Red Deb Stk 91/93 – £84 (26Au88)
Smith New Court PLC12% Subord Uns Ln Stk 2001 – £94½
Taiwan(R.O.C.) Fund Units (Reg) – $500 0 (26Au88)
Thai Euro Fund LdPtg Shs $0.01 – $9¾ (30Au88)
Thai Investment Fund LdPtg Red Pfd $0.01 – $12¾
Thornton Pacific Investment Fund SA – 338
Value & Income Trust PLCWarrants to sub for Ord – 18 (30Au88)
8¾% Cum Cnv Red Prf £1 – 126◆
Van Diemen's Land Co"A" 25p – 170 (26Au88)

Insurance

No. of bargains included500

General Acc Fire&Life Assc Corp PLC – £88 (26Au88)
Guardian Royal Exchange PLCOrd 5p – 172 .827 2 3 .3285 ¾ 4 4 .174 ¾ 5 .175 8
Guardian Royal Exchange AssurancePLC – £88 (30Au88)

Investment Trusts

No. of bargains included515

Alliance Trust PLC4% Prf Stk (Cum) – 241 (31Au88)
4¾% Prf Stk (Cum) – 243 (31Au88)
5% Prf Stk – £52
4¾% Deb Stk Red after 75/5/56 – £35 (31Au88)
Australia Investment Trust PLCWarrants to sub for Ord – 18 (30Au88)
A Warrants to sub for Ord – 12 (26Au88)
Baillie Gifford Japan Trust PLCWarrants to sub for Ord – 395 (26Au88)
Baillie Gifford Shin Nippon PLCWarrants to sub for Ord – 41 (30Au88)
Bankers Investment Trust PLC10¾% Deb Stk 2018 – £95¾ (30Au88)
British Empire Sec & General Trust10¾% Deb Stk 2011 – £94 (30Au88)
Ord 25p – 255 (26Au88)
Danae Investment Trust PLCWts to Subscribe for 1 Inc & 1 Cap – 47 (26Au88)
EFM Dragon Trust PLCWarrants to sub for Ord – 3
Edinburgh Investment Trust PLC3.65% Cum Pfd Stk – £35 (30Au88)
11¾% Deb Stk 2014 – £108¾ ¾
English & Caledonian Investment PLCOrd £1 – 215 (26Au88)
F.& C. Eurotrust PLC5¾% Cnv Uns Ln Stk 1995 – £161 4 (26Au88)
F.& C. Pacific Investment Trust PLC – 50
F.& C. Smaller Companies PLC6% Cum Prf Stk – £80 (26Au88)
Fifth Throgmorton Co PLC7.25% Cnv Uns Ln Stk 2003 – £100 ¾ (26Au88)
First Spanish Inv Trust PLCWarrants to sub for Ord – 18 8
Foreign & Col Invest Trust PLC7% Uns Ln Stk 88/93 – £79◆
Gartmore Securities Inv Trust PLCOrd £1 – 84 8
German Smaller Co's Inv Trust PLC – 40 (26Au88)
Globe Investment Trust PLC10% Deb Stk 2016 – £94¾ ¾ ¾ ¾
11¾% Cnv Uns Ln Stk 90/95 – £310 (26Au88)
Govett Oriental Inv Trust PLC5% Cum Prf Stk – 250 (26Au88)
Investors Capital Trust PLC5¾% Cum Prf Stk – £58¾
7¾% Deb Stk 92/97 – £79¾‡ (30Au88)
London & St Lawrence Investment PLC – 67◆
New Throgmorton Trust(1983) PLC12.5% Deb Stk 2008 – £105
RIT Capital Partners PLCOrd £1 (Fp/LA-15/9/88) – 75 5 8 8 8
2.5% Cnv Uns Ln Stk 2000 (Fp/LA-15/9/88) – £78 9 80 ¾ 1 2 3
Raeburn Investment Trust PLC5% Cum Prf Stk – £53 (31Au88)
Scottish Eastern Inv Trust PLC9¾% Deb Stk 2020 – £90¾
Scottish Mortgage & Trust PLC6-12% Stepped Int Deb Stk 2026 – £101¾ 2¾ (30Au88)
Scottish National Trust PLC10% Deb Stk 2011 – £92¾
Second Alliance Trust PLC4¾% Cum Prf Stk – £46 (31Au88)
Shires Investment PLCWarrants to sub for Ord – 41 3
TR City of London Trust PLCPfd Ord Stk(20% Non-Cum)£1 – 200 (26Au88)
10¾% Deb Stk 2020 – £94¾
TR Industrial & General Trust PLC5¾% Deb Stk 92/97 – £70 (31Au88)
Throgmorton Trust PLC12 5/16% Deb Stk 2010 – £109 (31Au88)
Witan Investment Co PLC8¾% Deb Stk 2016 – £81¾◆

Unit Trusts

No. of bargains included20

M.& G. American Smaller Co's Fund – 48¾ 9.1 (30Au88)
M.& G.Gold & General FundInc Units – 43.5
Accum Units – 48.9 (26Au88)
M.& G. International Income FundInc Units – 59.3

Mines – Miscellaneous

No. of bargains included159

Anglo United PLCCnv Red Prf 10p – 94 (26Au88)
Botswana RST LdPu2 – 35
Consolidated Gold Fields PLCADR (4:1) – $57
De Beers Consolidated Mines LdDfd R0.05(Br) (Cpn 51) – $10.3 (31Au88)
RTZ Corporation PLC3.325% "A" Cum Prf £1 – 45 (26Au88)
5¾% Uns Ln Stk 85/90 – £90
Waverley Mining Finance PLCOrd 5p (Without Warrants) – 82 (30Au88)
Warrants to sub for Ord – 23 (30Au88)
Willoughby's Consolidated PLCPfd 1p – 55 (30Au88)
Zambia Consolidated Copper Mines Ld – 50 5

Mines – South African

No. of bargains included51

Barnato Exploration LdNew Ord R0.01 (Nil Pd-15/9/88) – £0.03 0.05 0.07 $ 0.11 0¾ R 0.6 0.65
New Kleinfontein Properties Ld R0.25 – 65 (31Au88)
Trans-Natal Coal Corp LdR0.50 – 67 (26Au88)

Oil

No. of bargains included1201

Aran Energy PLCOrd I£0.20 – I£0.74 p 82 3 ¾ ¾ 4 5 ¾ 6¼
BOM Hldgs PLCOrd 2½p – 6¾ ¾ 7 7¼ ¾ ¾ ¾¼ .56 ¾ ¾‡
3% Cnv 2nd Mtg Deb Stk 1989 – £260
British Gas PLCOrd 25p (Rest.Transfer) – 189
British Petroleum Co PLCOrd 25p (225p Pd) (Regd) – 138 8 .851 8 9 .139 ¾ 40 40 .3685 ¾ ½ .64 .6405 1 1 1¼ 2
ADR (12:1) (225p Pd) – $28.15◆
9% Cum 2nd Prf £1 – 87
Burmah Oil PLC7¾% Cum Red Prf Stk £1 – 68 (31Au88)
8% Cum Prf Stk £1 – 77
Enterprise Oil PLC10¾% Uns Ln Stk 2013 (Fp/LA-2/9/88) – £96¾
Great Western Resources IncClass A Shs of Com Stk NPV – 105 (30Au88)
Occidental Petroleum CorpCom Shs $0.20 – $25.0384 (30Au88)
Shell Transport&TradingCo PLC5¾% 1st Prf(Cum)£1 – 54 (26Au88)
Total-Compagnie Francaise DesPetroles "B" Shs FR50 – £331.0544

Property

No. of bargains included578

Allied London Properties PLC10¾% 1st Mtg Deb Stk 2025 – £98 (26Au88)
Asda Property Hldgs PLC10 5/16% 1st Mtg Deb Stk 2011 – £93 ¾
Bilton(Percy) PLCAccum Shs 25p – 445 (26Au88)
Britannia Group PLCOrd 5p – 98 100 (31Au88)
Brixton Estate PLC9.50% 1st Mtg Deb Stk 2026 – £97¾
Capital & Counties PLC5¾% Cnv Prf £1 – 97
9¾% 1st Mtg Deb Stk 2027 – £91¾ 2 ¾
New9¾%1stMtgDbStk2027(£25Pd -30/11/88) – £23¾ ¾ (30Au88)
Charlwood Alliance Hldgs Ld7¾% Uns Ln Stk 50p – 35◆
Churchbury Estates PLC9% Uns Ln Stk 2000 – £70 (31Au88)
City Site Estates PLC7% Cnv Uns Ln Stk 2005/06 – £108¾
Dares Estates PLC7.75% Cnv Cum Red Prf £1 – 90 2
Dolominster PLCNew Ord 10p (Fp/LA-16/9/88) – 74 8
Estates Property Investment Co PLC10% 1st Mtg Deb Stk 2011 – £92¾ (30Au88)
Great Portland Estates PLC9.5% 1st Mtg Deb Stk 2016 – £89¾
Green Property Co PLCOrd Ir£0.25 – I£1.4
Greycoat Group PLC12.85% Uns Ln Stk 90/92 – £95 (31Au88)
Hammerson Prop Inv&Dev Corp PLCOrd 25p – 827 8
Imry Merchant Developers PLC5.125% Cum Cnv Red Prf £1 – 87
Land Securities PLC7¾% 1st Mtg Deb Stk 91/96 – £82◆
9% 1st Mtg Deb Stk 96/2001 – £90 (31Au88)
10% 1st Mtg Deb Stk 2025 – £98
8¾% Uns Ln Stk 92/97 – £87 (26Au88)
London&Prov Shop Centres(Hldgs)PLC – £91¾ 2 2 ¾
London Securities PLC6¾% Cum Prf £1 – 50 (31Au88)
London Shop PLC10% 1st Mtg Deb Stk 2026 – £91¾ ¾
MEPC PLC9¾% 1st Mtg Deb Stk 97/2002 – £94 (31Au88)
10¾% 1st Mtg Deb Stk 2024 – £102¾◆
8% Uns Ln Stk 2000/05 – £78 (30Au88)
6¾% Cnv Uns Ln Stk 95/2000 – £148◆
Martin International Properties LdOrd 25p – 102 4 5 5¼
Com Red Cnv Prf £1 – 93
Peachey Property Corp PLC9.5% 1st Mtg Deb Stk 2015 – £87¾
Peel Hldgs PLC5.25% (Net) Cnv Cum Non-Vtg Prf £1 – 112 (30Au88)
9¾% 1st Mtg Deb Stk 2011 – £92¾ (30Au88)
Rockfort Group PLCOrd 20p – 107 8 9
Stewart & Wight PLCOrd £1 – £32 3 (31Au88)
Town Centre Securities PLC9% Cnv Uns Ln Stk 96/2000 – £186
Trafford Park Estates PLC9% 1st Mtg Deb Stk 91/96 – £92 (26Au88)
Waterglade International Hldgs PLC7.75% CnvCumRedPrf £1 (Fp/PAL-21/9/88) – 95 (30Au88)
Wates City of London Properties PLCOrd 25p – 186

Plantations

No. of bargains included19

Anglo-Eastern Plantations PLCWarrants to sub for Ord – 25 (26Au88)
Chillington Corporation PLCDfd 25p – 75 5
9¾% Cum Red Prf £1 – 100
Dunlop Plantations Ld6% Cum Prf £1 – 56 (26Au88)
Inch Kenneth Kajang Rubber PLC10p – 23¾ (26Au88)
Narborough Plantations PLCOrd 10p – 36 7
Singapore Para Rubber Estates PLCStk 5p – 53 7
Western Dooars Tea Hldgs PLCOrd £1 – 700 800

Railways

No. of bargains includednil

Canadian Pacific LdOrd (les Ldn)(Interch transf) of NPV – £9¾ (26Au88)
4% Non-Cum Prf £Stg NPV – 36◆
4% Non-Cum Prf $C NPV – 39 (30Au88)

Shipping

No. of bargains included183

Craig Shipping PLC"A" Non.V Ord £1 – 725◆
Peninsular & Oriental Steam Nav Co – 135

Utilities

No. of bargains included10

Barton Transport PLCDfd 180p – 730 (26Au88)
Bristol Channel Ship Repairers PLCOrd 10p – 10¾ 1 ¾¼ ¾
GTE CorporationCom Stk $0.18 – $40.25427 (30Au88)
Mersey Docks & Harbour CoCombined Units – 363 4 7¾
3¾% Red Deb Stk 79/89 – £80 (26Au88)

Water Works

No. of bargains included7

Bristol Waterworks Co – £325◆
3.5%(Fmly 5%)Max Ord Stk – £400 600 (26Au88)
3.5%(Fmly 5%)Cons Prf Stk – £400 (26Au88)
Colne Valley Water Co3.5%(Fmly 5%)Ord Stk – £695 (30Au88)
East Surrey Water Co Ord "B" Stk 4.9%(Fmly 7%)Max – £600 (26Au88)
2.8%(Fmly 4%)Pre-Prf Stk – £45 (26Au88)
Eastbourne Waterworks Co10¾% Red Deb Stk 95/97 – £99
Folkestone & District Water Co2.8%(Fmly 4%) Prf Stk(Non-Cum) – £38 (30Au88)
Mid Kent Water Co3.5%(Fmly 5%)Cons Prf Stk – £240 (26Au88)
9¾% Red Deb Stk 97/99 – £100 (30Au88)
Mid-Southern Water Co3.5%(Fmly 5%)Cons Ord Stk – £505 15 (31Au88)
Newcastle & Gateshead Water Co – £450 (26Au88)
North Surrey Water Co7% Ord Stk – £680
4.9% A Ord Stk – £650 (30Au88)
Portsmouth Water Co3.5%(Fmly 5%)Ord Stk – £675 (26Au88)
14% Deb Stk 1992 – £107¾ 8¾ (30Au88)
South Staffordshire Waterworks Co – £550
3.5%(Fmly 5%)Ord Stk – £650 60 (31Au88)
7¾% Red Deb Stk 91/94 – £83¾ 8 (31Au88)
Sutton District Water Co4.9%(Fmly 7%)Ord Stk – £550 (31Au88)
Tendring Hundred Waterworks Co – £55 60 (31Au88)

USM Appendix

No. of bargains included880

BLP Group PLC8p (Net) Cnv Cum Red Prf 10p – 118 (31Au88)
BWD Securities PLCOrd 10p – 107 8 (31Au88)
Crown Communications Group PLCOrd 10p – 127 30
Entertainment Production ServicesPLC Ord 5p – 18¾ 9 ¾ 20 20¼ ¾¼ 1 1¼
Ford Sellar Morris Properties PLCOrd 10p – 97 8 100
Gibbs Mew PLCOrd 25p – 297◆
Great Southern Group PLC6.75p Cum Cnv Red Prf 5p – 97 (31Au88)
Heavitree Brewery PLCOrd 25p – 720 (31Au88)
"A" Ltd Vtg Ord 25p – 660 (31Au88)
Hodgson Holdings PLCCnv Prf 5p – 89 .90
Hornby Group PLCOrd 5p – 200 5
Johnson Fry PLCOrd 10p – 95 (30Au88)
Lincat Group PLCOrd 10p – 160 (30Au88)
MTL Instruments Group PLCOrd 10p – 78
Needler Group LdCom Shs of NPV – 86 8
Norfolk House Group PLCOrd 5p – 160 3 8
Optim Group PLCOrd 10p – 51 2 (31Au88)
Randsworth Trust PLC7% Cum Cnv Red Prf £1 – 84 8 7 (31Au88)
Savage Group PLC6.5% (Net) Cum Red Cnv Prf £1 – 99 100
Splash Products PLCOrd 10p – 60
Total Systems PLCOrd 5p – 98
Transrap Hldgs PLCOrd 10p – 72 8
York Trust Group PLCRed Cum Cnv Prf 20p – 93

The Third Market Appendix

No. of bargains included82

Beckenham Group PLCWarrants to sub for Ord – 21 (26Au88)
8% Red Cum Prf £1 – 92
Madrace PLCWarrants to sub for Ord – 67 (26Au88)
Moray Firth Exploration PLCOrd 1p – 5¾◆
Pennant Group PLCOrd 2p – 27 (26Au88)
Pennine Resources PLCOrd 25p – 3¾◆
New "A" Ord 1p (Fp/PAL-4/10/88) – 3½
Rentaminster PLCOrd 5p – 62 3
Royal Sovereign Group PLCCom Cnv Red Prf 2006 25p – 65 6 (30Au88)

RULE 535 (4) (a)

Bargains marked in securities where principal market is outside the UK and Republic of Ireland. Quotation has not been granted in London and dealings are not recorded in the Official List.

Abitibi-Price 940, 962½, 975 (26/8)
ACMEX Holdings 68
Acorn Securities 17 ◆ 14½, 15, 15½, A$0.342
Amatil 400 (31/8)
America Barrick Resources Corp Com NPV $17.4 ◆
Amsterdam Rotterdam Bank Fl72.03 ◆ Fl72¼ (31/8)
Aust. Development A$2.49 (31/8)
Aust. Foundation Inv A$1.445
Aust. National Industries 90 (31/8)
Beach Petroleum 11 ◆ (26/8)
Central Norseman Gold A$0.967 (31/8)
Conex Aust 1½ ◆ (30/8)
Development Bank of Singapore S$8.05 ◆ S$7.7, 8.1 (31/8)
Du Pont £47¼ ◆ $80⅞ ◆ (31/8)
Dynatech Corp £12 (26/8)
Equity Silver Mines C$5.47 ◆ (30/8)
Free State Cons Gold Mines $7.77, R27¼
Geometals A$0.299 (30/4)
Golden Valley Mines 13 ◆ A$0.299 (30/4)
Greenbushes A$1.196 (26/8)
Groupe Bruxelles Lambert BFr3181.7, 3206.352
Hunter Resources A$0.259 (31/8)
Japan Air Lines Co Y14500, 14503.33 (30/4)
Japan Synthetic Rubber Co Y1150 (30/4)
Jennings Properties A$0.672
Killinghall Tin (Malaysia) Berhad Ord M$2.685
Kreditkassen NKr140, 142
Kuala Sidim Rubber M$2.05, 2.238
Kulim Malaysia Ord 28 (31/8)
Lawter International $11.995 ◆
Matsushita Electric Industrial Y2574.55, 2575
Mitsubishi Heavy Inds Y811, 813, 820, 822.45, 895
Mount Carrington Mines A$1¼ ◆ (26/8)
Mount Martin Gold Mines 31 ◆ (30/4)
National Electronics (Consolidated) 6½ (26/8)
Nationale-Nederlanden CVA Fl61¼, 61½, 61.8, 61.85, 62
Oil Search A$0.828
Overseas Chinese Banking Corp 200 ◆ 210 ◆ 202, 212
Palabora Mining R36½
Pan Australian Mining 150 (31/8)
Petersville Sleigh 115 (31/8)
Phillips Kommunikations Industries Dm598.88, 600.68, 604.95, 606.8 (31/8)
Pinevale Investments A$0.722 (30/4)
Pioneer Electronic Corp Y3639.87
Poseidon A$2.1 ◆ A$2.107
Range Resources 7
Regal Hotels (hldgs) 12 (31/8)
Singapore Land S$7.2 (26/8)
Sky Line Explortn 630
Societe Nationale Elf Aquitaine FFr311.83, 312½, 316, 318½
Source Perrier FFr927½, 930 (26/8)
Sumitomo Metal Industries Y560, 570 (31/8)
Sun Hung Kai Properties HK$9¾ (31/8)
Swire Pacific 'B' 20, 20½
Tandem Resources 15 (31/8)
Target Petroleum 4 (30/4)
Terrex Resources 2 (26/8)
Valiant Consolidated A$0.129 (31/8)
Westfield Minerals 92 ◆ 93 (31/8)
Wong Industrial Hldgs 10¼ (30/4)

RULE 535 (2)

Applications granted for specific bargains in securities not listed on any exchange

Ackrill Carr 15¼ (31/8)
Celltech 397, 404
Channel Island Communications 425 (31/8)
Consolidated Radio Hldgs. 90
Eastbourne Wtrwks 725 (31/8)
Greenstar Hotels 75 (31/8)
Le Riches Stores 395 (31/8)
London Fiduciary Trust 14¾, 5
Newspaper Publishing 500, 20 (31/8)
Southern Newspapers 375, 85
Thwaites 229¾, 30
Weetabix A 375, 80
Winchmore 80 (30/8)
Wistech 60, 5 (31/8)
Wynstay Props 350 (30/8)
Do. 8¼pc Cnv Uns Ln 1992-97 105 (30/8)

By Permission of the Stock Exchange Council

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Abbey Unit Tst Mngrs (1000)H
80 Holdenhurst Rd, Bournemouth 0345 717373

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
High Income						
American Income	6	43.17	43.68xd	46.46	-0.50	5.90
Gilts & Fixed Int	6	109.0	109.8xd	113.7	-0.2	8.64
High Inc Equity	6	111.0	111.0xd	118.1	-3.2	5.04
Worldwide Bond	6	192.8	192.8	204.3	+1.1	4.73
Capital Growth						
American Growth	6	149.9	151.8	161.4	+1.5	1.36
Asian Pacific	6	70.04	70.04	74.91	+1.32	1.42
Assets & Earnings	6	133.2	133.2	141.8	-5.2	1.28
Capital Reserve Acc	0	79.56	79.55	79.66	-0.07	5.77
Comdty & Energy	6	91.55	91.55xd	97.92	+0.06	1.10
European Capital	6	70.72	70.72	75.64	+0.97	0.99
General	6	144.9	152.8xd	162.5	-0.20	2.77
Japan	6	88.35	88.35	94.50	+0.21	0.00
Mastertrust	6	70.63	70.63	75.55	-0.04	2.90
UK Growth Acc	6	171.80	181.20	192.70	-1.00	1.53
UK Growth Dis	6	117.2	122.9	130.7	-1.2	2.25
US Emerging Cos	6	42.49	43.78	46.57	-0.26	0.00
Income & Growth	6	241.4	246.5	262.0		3.62
Ethical Growth	6	41.61	42.59	45.35	-0.25	2.76

Abtrust Management Ltd (1000)H
10 Queens Terrace, Aberdeen AB9 1QJ 0224 633070
30 Finsbury Circus, London, EC2M 7QQ 01-374 6801
Dealing (Freephone) 0800 833580

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
American	5¼	40.54	40.54	43.13	-0.26	2.10
Australian	5¼	23.17	23.36xd	24.86	+0.08	1.38
European	5¼	41.72	41.72	44.22	-0.80	–
Extra Income	5	36.25	36.25xd	38.48	-0.72	5.57
Fund Inv Tst	5	95.11	95.11	101.10	-0.35	1.01
Do Accum	5	144.10	144.10	153.(u)	-0.50	1.01
Gilt & Fixed Int	5¼	22.23	22.23xd	23.65	-0.04	10.04
Global Income	5¼	34.53	34.56	36.77	-0.07	5.25
Income & Growth	5¼	62.15	63.13	67.16	-0.36	4.47
Japan	5¼	158.30	158.30xd	168.90	+1.00	0.01
Nth Amer Inc (z)	5	26.08	26.08	27.68	+0.11	3.27
Special Situations	5¼	60.60	60.60	64.46	-0.45	1.36
UK Growth	5¼	32.69	32.69	34.70	–	–
World Gwth	5	38.25	38.25	40.60	-0.04	1.18

Aegis Unit Tst Mngmt Ltd (1400)F
94 Whiteladies Rd, Bristol, BS8 1QX 0272 237593

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
CAMco Intl Recovery	5	44.51	45.82	48.24	-0.34	1.50
St Nicholas St Gth Inc	5	41.82	41.82	44.74	+0.10	5.00
St Nicholas St Gth Acc	5	42.52	42.52	45.49	+0.09	5.00
Blackstone Franks Gth	5	42.61	43.48	46.26	-0.30	2.50
Blackstone Franks Int	5	44.60	45.59	48.51	+0.02	0.10

AEtna Unit Trusts Ltd (1600)F
AEtna House, 2-11 Pentonville Road, London, N1 9XG 0800 181766

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
European Growth	5	106.4	106.4	114.0	-0.7	1.07
Exempt	2	377.7	377.7xd	397.5	-0.6	4.82
(Accum Units)	2	937.7	937.7	986.9	-1.4	4.82
Far Eastern	5	211.8	211.8xd	226.5	+1.6	0.00
(Accum Units)	5	229.0	229.0	244.8	+1.7	0.00
Fin & Property	5	71.04	76.20	80.34	-0.3	2.62
(Accum Units)	5	118.8	124.3	131.6	-0.4	2.63
High Yield	5	74.88	74.88	79.50	-0.0	4.79
(Accum Units)	5	177.7	177.7	188.3	-0.1	4.79
Iberian Growth	5	51.73	51.73	55.37	-0.1	0.00
Income	5	291.5	296.8xd	314.3	-1.0	4.56
(Accum Units)	5	980.7	998.1	1057	+3.0	4.56
Intl Earnings	5	174.3	174.1	184.7	+0.9	3.04
(Accum Units)	5	261.3	261.3	276.8	+1.4	3.04
Intl Growth	5	84.04	85.80	91.36	-0.1	0.24
(Accum Units)	5	88.33	90.20	96.82	+0.1	0.24
Japan Gwth (Acc)	5	148.2	148.2	158.3	+1.1	0.00
Nth Amer Gwth	5	114.7	114.7	123.3	+1.1	2.61
(Accum Units)	5	135.2	135.2	145.2	+1.3	2.61
Preference	5	124.7	133.3xd	141.1	-0.1	8.62
(Accum Units)	5	391.2	401.9	425.7	-0.0	8.62
Smaller Cos	5	276.9	276.9xd	507.1	-0.9	1.46
(Accum Units)	5	381.1	381.1	422.6	-1.3	1.56
Smaller Cos Div	5	87.23	91.10	96.45	-0.5	4.53
(Accum Units)	5	109.1	113.9	120.6	-0.6	4.53
Special Sits	5	123.1	127.3	134.8	-0.1	1.54
(Accum Units)	5	132.4	132.4	140.3	-4.7	1.54
UK Growth	5	357.0	357.8xd	378.2	-0.7	3.46
(Accum Units)	5	669.7	669.7	709.4	+1.5	3.46

Allchurches Inv Mgmt Servs Ltd (1200)H
19/21 Billiter Street, London EC3M 2RY 01-528 7364

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Amity Income	5	50.30	50.91xd	54.01	-0.31	3.92
Amity Accum	5	50.94	51.56xd	54.70	-0.31	3.92

Allied Dunbar Unit Tsts PLC (1600)F
Allied Dunbar Centre, Swindon, SN1 1EL
0793 514514 Dealing 0793 610366

Specialist Trusts

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Asset Value	5	303.7	305.4	325.2	+1.5	3.06
Conv & Gilt	5	35.74	36.32xd	38.68	-0.11	6.41
Smaller Co's	5	160.6	160.6	171.0	-0.5	2.00
2nd Smaller Co's	5	184.5	184.5xd	196.4	-1.7	1.99
Recovery	5	95.85	95.85	102.0	+0.4	2.82
Met Min & C'dty	5	105.1	105.1	111.9	-0.6	1.35
O'seas Earnings	5	200.2	200.2	213.2	+1.2	3.28
Technology	5	85.06	85.06	90.38	+0.64	1.60
UK Special Sits	5	240.9	240.9xd	256.5	+1.9	2.82

Anderson Orme Unit Tst Mgrs Ltd (1200)F
62 London Wall, London, EC2R 7QQ 01-638 1200

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Growth 7td	2	209.1	214.0	219.5	....	2.12
High Income Tst ♥	5	37.25	37.73	40.15	....	5.58
Intl Recovery Acc	5	38.77	39.93	42.94	....	1.33
Intl Recovery Inc	5	28.28	24.13	31.32	....	1.33

Anthony Wieler Unit Tst Mgmt Ltd (1000)F
19 Widegate St, London E1 7HP 01-377 1010

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Growth Income	5	107.5	109.1	115.0	....	1.4
Do Accum	5	150.1	150.9	160.5	....	1.4
Quarterly Income	5	52.8	55.1	58.6	....	8.2

Arkwright Management (1400)F
1 King St, Manchester M60 3AH 061-832 0242

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Growth Aug 30	5	92.82	92.02	97.54	....	2.26
Income Aug 30	5	45.07	45.84	48.77	....	5.04

Asset Unit Trust Mngrs Ltd (0900)F
Pl'n'in Hse, Fenchurch St, London EC3 01-220 7231

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Growth Sept 2	5	97.98	97.98	104.10	-5.27	1.65
Income Sept 2	5	98.46	100.29xd	106.98	-2.13	5.57

Alliance Unit Trust see Abtrust Mngt

Baillie Gifford & Co Ltd (1430)H
3 Glenfinlas St, Edinburgh 031-226 6066

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Japan Expt July 13	2	527.1	527.1	545.0	....	–
UK Exempt Aug 1	5	363.9	376.0	400.0	....	0.34
Mngd Expt Aug 1	5	90.33	99.46	105.8	....	2.88
BG Japan	5	210.8	210.8	224.2	-0.2	–
BG America	5	116.0	116.8xd	124.2	+1	0.62
BG Technology	5	185.2	185.2	147.0	+1.3	–
BG Energy	5	208.9	208.9	222.2	+1.3	1.57
BG Income Gwth	5	235.8	239.8xd	255.1	-0.3	5.47
BG Europe	5	96.66	96.66	102.0	-0.8	1.78
BG Conv & Gen	5	62.57	64.19xd	60.28	-0.51	7.82
BG British Gwth	5	37.67	37.67	40.07	-0.08	0.72

Baltic see Abtrust

Bank of Ireland Fund Mgrs Ltd (1200)F
36 Queen St, London, EC4R 1BN 01-236 4210

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Brit & O'seas	5	123.6	129.0	136.6	-1.30	1.78
Income Plus	5	63.32	68.80	72.81	-2.20	3.33
Inv Trusts	5	68.97	75.70	88.11	-1.13	1.29
Capital Gwth	5	61.71	66.50	70.38	-2.04	3.43
W'wide Opps	5	64.34	66.11	69.96	-0.92	2.86

Barclays Unicorn Ltd (1000)H
Unicorn Hse, 252 Romford Rd, E7 01-534 5544

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Unicorn America	5¼	74.97	74.97	79.97	-0.25	2.04
Do Aust Acc	5¼	191.0	193.1	206.0	+1.1	1.56
Do Aust Inc	5¼	133.7	134.6	143.6	-0.8	1.56
Do Capital	5¼	74.41	74.41xd	79.37	-0.32	3.61
Do Euro Gwth Acc	5¼	62.66	62.05	67.25	+0.02	1.00
Do Euro Gwth Inc	5¼	61.70	61.58xd	65.69		1.08
Do Exempt	5	56.07	56.36	60.11	-0.04	4.71
Do Extra Income	5¼	89.25	90.51	96.54	-0.38	5.14
Do Financial	5¼	62.71	64.00	68.27	-0.22	3.30
Do 500	5¼	332.2	340.4xd	363.1	-2.0	2.69
Do General	5¼	156.9	158.6	169.2	-0.6	3.37
Do Gilt & Fxd Int	3¼	51.43	51.71xd	53.31	-0.12	9.73
Do Growth Acc	5	192.1	195.9	209.0	-1.3	1.98
Do Income	5¼	376.0	380.9xd	406.3	-2.0	4.15
Do Intl Income	5¼	47.28	47.56	50.73	+0.07	4.12
Do Jpn & Gen Acc	5¼	203.5	204.7	218.3	+1.0	0.00
Do Jpn & Gen Inc	5¼	201.1	202.3	215.8	-0.9	0.00
Do Jpn Spec Sits	5¼	44.00	44.47	47.97	-0.31	0.00
Do Leisure (z)	5¼	95.64	100.3	107.0	-0.0	0.82
Do Recovery	5¼	253.0	257.3	274.4	-1.4	2.54
Do Smllr Cos Acc	5¼	36.56	37.94	40.47	-0.22	1.44
Do Smllr Cos Inc	5¼	36.82	37.38xd	39.87	-0.21	1.44
Do Special Sits	5¼	165.2	171.1	182.5	-1.5	1.73
Do Trustee	5¼	121.9	123.5	131.7	-0.4	3.76
Do Univ Tech Acc	5¼	53.25	53.84	57.43	-0.33	0.28
Do Univ Tech Inc	5¼	52.56	53.87	56.61	-0.33	0.28
Do Worldwide	5¼	124.2	125.2	133.5	-0.1	1.34
B'tsl Inv Fd Acc	3	385.7	385.7	403.9	-1.4	3.59
B'tsl Inv Fd Inc	3	237.8	237.0	249.0	-0.9	3.59

Baring Fund Managers Ltd (1200)H
PO Box 156, Beckenham, Kent BR3 4XQ 01-658 9002

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
America EVS	5	56.93	57.80	61.33	-0.23	1.3
Australia	5	66.50	65.50	70.83	-0.14	0.0
Convertibles	5	45.01	46.62	49.47	-0.18	7.0
Eastern	5	75.83	75.83xd	81.91	+1.23	0.4
Equity Income	5	64.27	64.27	69.16	-0.35	5.3
Europe	5	117.7	119.0	126.3	-0.5	0.0
Exempt	1	54.95	55.56xd	56.70		3.1
Global Growth	5	58.76	58.76	63.54	+0.01	0.0
Growth & Income	5	71.86	71.86xd	76.96	-0.18	2.2
Growth & Inc Acc	5	113.5	113.5xd	121.6	-0.30	2.2
Japan Special	5	133.8	133.8	143.8	+1.6	0.90
Japan Sunrise	5	144.2	144.2	155.3	-0.9	0.00
Nth Amer Spec	5	41.22	41.83	44.39	-0.45	0.6
UK Growth	5	56.61	56.61	60.73	-0.30	2.9
First Europe	5	106.5	107.8	114.4	+0.5	1.1
First Japan ♥	5	47.18	47.18	104.5	+1.0	0.5

Brewin Dolphin Unit Tst Mgrs Ltd (0905)F
5 Giltspur St, London EC1A 9DE 01-248 4400

	Init Chrge	Canc. Price	Bid Price	Offer Price	+ or -	Yield Gr's
Brewin Capital	5½	172.7	183.6	195.3	....	1.61
Brewin Dividend	5½	91.83	96.26	102.4	....	6.10
Brewin Intl Gth Inc	5½	199.6	209.3	222.6	....	3.68

I.G INDEX LTD, 9-11 GROSVENOR GARDENS, LONDON SW1W 0BD
Tel: 01-828 7233/5699 Reuters Code: IGIN, IGIO

FT 30	FTSE 100	WALL STREET
Sep. 1398/1407 +17	Sep. 1737/1747 +19	Sep. 2025/2037 +33
Dec. 1413/1422 +17	Dec. 1756/1766 +19	Dec. 2046/2058 +36

Prices taken at 5pm and change is from previous close at 9pm

LEADERS AND LAGGARDS

Percentage changes since December 31 1987 based on Thursday September 1 1988

Overseas Traders	+18.24	All Share Index	+ 3.24
Property	+17.54	Other Groups	+ 3.20
Leisure	+13.75	Industrial Group	+ 2.55
Food Manufacturing	+12.17	500 Share Index	+ 2.47
Investment Trusts	+12.08	Insurance(Life)	+ 2.26
Mining Finance	+11.06	Oil & Gas	+ 1.94
Electronics	+10.15	Consumer Group	+ 0.86
Mechanical Engineering	+ 9.56	Building Materials	+ 0.36
Contracting Construction	+ 8.68	Agencies	+ 0.16
Shipping & Transport	+ 8.06	Other Industrial Materials	- 0.05
Brewers and Distillers	+ 7.52	Motors	- 0.36
Conglomerates	+ 6.63	Packaging & Paper	- 1.28
Insurance(Brokers)	+ 5.87	Banks	- 1.35
Capital Goods	+ 4.98	Publishing & Printing	- 1.94
Health & Household Products	+ 4.12	Chemicals	- 1.98
Telephone Networks	+ 3.88	Merchant Banks	- 3.57
Financial Group	+ 3.70	Textiles	- 7.04
Insurance(Composite)	+ 3.56	Food Retailing	- 9.10
Electricals	+ 3.48	Stores	-12.15
Metals & Metal Forming	+ 3.45	Gold Mines Index	-36.08

RISES AND FALLS

	On Friday			On the week		
	Rises	Falls	Same	Rises	Falls	Same
British Funds	9	97	7	59	333	60
Corps. Dom. & Foreign Bonds	2	30	19	23	77	106
Industrials	502	357	738	1,118	2,878	2,596
Financial and Props	213	117	332	483	925	1,238
Oils	47	10	41	106	122	197
Plantations	1	4	8	2	16	34
Mines	32	68	108	97	291	387
Others	44	77	146	289	307	459
Totals	850	756	1,397	2,177	4,749	5,077
Corrected Figs 1/9/88						
British Funds	25	68	20			
Corps. Dom. & Foreign Bonds	14	6	31			
Industrials	108	978	512			
Financial and Props	41	382	239			
Oils	16	40	50			
Plantations	0	2	11			
Mines	23	72	99			
Others	71	83	108			
Totals	298	1,631	1,070			

BANK RETURN

BANKING DEPARTMENT	Wednesday August 31, 1988	Increase (+) or decrease (-) for week
LIABILITIES	£	£
Capital	14,553,000	
Public Deposits	89,315,398	+ 2,620,568
Bankers Deposits	1,129,676,351	+ 44,002,038
Reserve and other Accounts	2,112,465,151	- 328,645,381
	3,346,009,900	- 282,022,775
ASSETS		
Government Securities	729,768,819	+ 125,225,593
Advance and other Accounts	1,006,241,583	+ 353,599,009
Premises Equipment & other Secs	1,599,701,461	- 765,758,682
Notes	10,062,014	+ 4,934,371
Coin	236,023	- 23,066
	3,346,009,900	- 282,022,775
ISSUE DEPARTMENT		
LIABILITIES		
Notes in circulation	14,609,937,986	+ 175,065,629
Notes in Banking Department	10,062,014	+ 4,934,371
	14,620,000,000	+ 180,000,000
ASSETS		
Government Debt	11,015,100	
Other Government Securities	8,237,800,345	- 632,043,281
Other Securities	6,371,184,555	+ 812,043,281
	14,620,000,000	+ 180,000,000

GUIDE TO UNIT TRUST PRICING

The data included under the Authorised section of the FT Unit Trust Information pages is being expanded to improve the service to readers and to conform with new legislation.

INITIAL CHARGES
These represent the marketing, administrative and other costs which have to be paid by new purchasers. These charges are included in the price when the customer buys units.

OFFER PRICE
The price at which units may be bought.

BID PRICE
The price at which units may be sold.

CANCELLATION PRICE
The maximum spread between the offer and bid prices is determined by a formula laid down by the government. In practice, unit trust managers quote a much narrower spread. As a result, the bid price is often set well above the minimum permissible price which is called the cancellation price in the table. However the bid price might be moved to the cancellation price in circumstances in which there is a large excess of sellers of units over buyers.

TIME
The time shown alongside the fund manager's name is the time at which the unit trusts' daily dealing prices are normally set unless another time is indicated by the symbol alongside the individual unit trust name. The symbols are as follows: ♥ – 0001 to 1100 hours; ♦ – 1101 to 1400 hours; ♠ – 1401 to 1700 hours; ♣ – 1701 to midnight.

HISTORIC PRICING
The letter H denotes that prices are set on a historic basis. This means that, unless there has been an intervening portfolio revaluation, investors can normally buy and sell units today at the prices appearing in the newspaper which have been set on the basis of yesterday's asset value.

FORWARD PRICING
The letter F denotes that prices are set on a forward basis so that investors can be given no definite price in advance of the purchase or sale being carried out. The prices appearing in the newspaper show the prices at which deals were carried out yesterday.
Other explanatory notes are contained in the last column of the FT Unit Trust information pages.

[illegible] من الأصل

FT UNIT TRUST INFORMATION SERVICE

INSURANCES

OTHER UK UNIT TRUSTS

FT UNIT TRUST INFORMATION SERVICE

Phoenix Assurance Co Ltd
Phoenix House, Redcliff Hill, Bristol 0272 294941
Life Assurance Funds
Phoenix Asset ... 382.3 402.8 (z) —
EA'Y Pn Ed ... 344.2 366.6 (z) —
Phoenix Plan Funds
Phoenix
UK Equity Acc ... 162.3 170.8 -0.7 —
International Acc ... 139.4 146.7 -0.3 —
Property Acc ... 146.2 153.8 +1.7 —
Fixed Interest Acc ... 152.8 160.8 +0.6 —
Money Acc ... 143.5 150.8 (z) —
Bldg Soc. Link Acc ... 140.2 147.5 (z) —
Special Managed Acc. 0. 148.9 156.7 -0.4 —
Phoenix/Friendsprovident
Intnl Growth Acc ... 86.50 91.00 -0.30 —
Am Smlr Cos Acc ... 87.40 91.90 -0.20 —
Capital Tst. Acc ... 179.3 179.2 -1.1 —
Japan & Gen Acc ... 184.6 194.3 +2.0 —
American Tsnr Acc ... 96.50 101.5 -0.1 —
Recovery Tst. Acc ... 173.4 182.5 -1.0 —
Special Mngd Acc ... 145.8 153.4 -0.4 —
Phoenix/GT
International Acc ... 129.4 136.7 -0.5 —
US & General Acc ... 86.20 90.70 -0.60 —
Amer Spec Sits Acc ... 65.80 69.20 -0.30 —
Japan & General Acc ... 188.3 198.2 +2.4 —
Far East & Gen. Acc ... 135.3 142.4 +1.9 —
UK Capital Acc ... 168.8 177.6 -1.3 —
European Acc ... 140.1 147.4 (z) —
Special Mngd. Acc ... 124.6 131.1 -0.4 —

Pioneer Mutual Insurance Co Ltd
14 Crosby Rd. N. Waterloo, Liverpool 051-928 6655
Managed Fund ... 256.7 270.3 — —
Man Pens Inc & Cap Fd ... 323.8 340.9 — —
Money Fund ... 113.9 119.9 — —
Pens. Mngd Fd (unit) ... 86.4 91.0 — —
Pens Mngd Fd (Acc) ... 100.0 105.3 — —
Pens FT30 Fd (Unit) ... 121.8 128.3 — —
Pens FT30 Fd (Acc) ... 141.0 148.5 — —
Pens D'xas Mgd (Unit) ... 54.2 62.4 — —
Pens D'xas Mgd (Acc) ... 66.6 72.1 — —
Pens Fxd Int Fd (Unit) ... 101.8 106.4 — —
Pens Fxd Int Fd (Acc) ... 116.9 123.1 — —
Pens Deposit Fd (Unit) ... 101.7 107.1 — —
Pens Deposit Fd (Acc) ... 117.7 123.9 — —

Premium Life Assurance Co Ltd
37–39, Perrymount Road, Haywards Heath 0444 458721
American ... 98.0 104.0 +2.0 —
Building Soc. Fd ... 163.0 172.0 ... —
Balanced ... 240.0 253.0 — —
Deposit ... 163.0 172.0 +1.0 —
European ... 125.0 134.0 +2.0 —
Gilt Managed ... 146.5 154.0 — —
Gartmore Mngd ... 99.0 105.0 — —
German ... 87.0 92.0 — —
Gilt ... 161.0 170.0 -1.0 —
High Inc. ... 107.0 113.0 -3.0 —
International Equity ... 150.0 158.0 — —
Japan ... 214.0 226.0 +1.8 —
Managed ... 53.0 56.0 -1.0 —
Property ... 265.0 279.0 +3.0 —
R. W. Imperial Gold ... 125.0 133.8 -2.0 —
UK Equity ... 318.0 332.0 -2.0 —
Pension Funds
American ... 131.0 138.0 +3.0 —
Building Soc. Fd ... 155.0 164.0 — —
Balanced ... 188.0 195.0 -2.0 —
Deposit ... 153.0 162.8 — —
European ... 125.0 130.0 -1.0 —
Gt Managed ... 145.0 154.0 -1.0 —
Gartmore Mngd ... 97.0 103.8 -1.0 —
German ... 86.0 91.0 -1.0 —
Gilt ... 137.0 145.0 -3.0 —
International Equity ... 116.0 123.0 — —
Japan ... 127.0 134.0 +4.0 —
Managed ... 55.8 58.8 — —
Property ... 203.0 214.0 +3.0 —
UK Equity ... 272.0 287.0 +6.0 —

Provident Mutual Life Assc. Assn.
Wilton Rd, Hitchin, Herts SG4 0LP 0438 739000
Managed Ord ... 279.1 293.8 -0.5 —
Managed Init ... 230.2 242.3 -0.8 —
Equity Ord ... 387.8 407.4 -1.5 —
Equity Init ... 319.2 336.0 -1.4 —
Index Linked Gilt Ord ... 121.8 128.2 +0.1 —
Index Linked Gilt Init ... 104.9 110.4 +0.1 —
Overseas Equity Ord ... 249.8 262.9 +0.7 —
Overseas Equity Init ... 206.0 216.8 -0.5 —
Property Ord ... 172.1 181.2 +0.4 —
Property Init ... 142.0 149.5 -0.3 —
Fixed Interest Ord ... 166.4 175.2 -0.7 —
Fixed Interest Init ... 137.3 144.5 -0.6 —
Deposit Ord ... 138.5 145.8 — —
Deposit Init ... 111.8 117.7 — —
Pension Funds
Managed Ord ... 335.7 353.4 -0.7 —
Managed Init ... 276.9 291.5 +0.6 —
Equity Ord ... 482.7 507.6 -2.6 —
Equity Init ... 397.7 418.6 — —
Pen Ind Lin Gilt Ord ... 131.3 138.2 +0.3 —
Pen Ind Lin Gilt Init ... 113.1 119.1 -0.2 —
Overseas Equity Ord ... 232.5 244.7 +0.8 —
Property Ord ... 201.4 212.2 +0.5 —
Property Init ... 166.2 174.9 -0.5 —
Fixed Interest Ord ... 188.6 198.5 -0.8 —
Fixed Interest Init ... 155.5 163.7 -0.6 —
Deposit Ord ... 169.2 178.1 +0.1 —
Deposit Init ... 139.5 146.8 — —

For Provincial Life Ass Co Ltd see Prolific Life & Pensions Ltd

Prudential Assurance Co
Holborn Bars, London EC1N 2NH 01-405 9222
Profund
Managed Aug 31 ... 1303.3 211.8! — —

Prudential Holborn Life Ltd
30 Old Burlington St., London W1X 1LB 01-439 3134
Holborn Series 1 Life Funds
Managed ... 430.7 453.4 -1.3 —
Equity ... 856.2 901.3 -5.1 —
Fixed Interest ... 366.7 386.1 -0.8 —
Property ... 352.8 371.4 -0.4 —
Cash ... 245.1 258.0 -0.1 —
International ... 297.3 313.0 -0.3 —
Holborn Series II Life Funds
Managed ... 422.7 445.0 -1.3 —
Equity ... 839.1 883.3 -5.0 —
International ... 291.9 307.3 -0.9 —
Fixed Intl. ... 358.1 377.8 -0.5 —
Property ... 342.9 361.0 -0.5 —
Cash ... 143.4 151.0 -0.1 —
Inner Linked Gilt ... 168.0 176.9 -0.6 —
Guaranteed ... 11.43 12.10 — —
International Money ... 186.6 196.5 -0.5 —
North American ... 54.4 57.3 +0.2 —
Japanese ... 118.3 124.6 -0.7 —
European ... 69.8 73.5 -0.7 —
Special Situations ... 95.3 100.4 -1.5 —
Communications ... 79.6 83.8 -0.5 —
Smaller Companies ... 93.4 98.4 -0.1 —
International Small Co. ... 108.1 113.8 -0.1 —

Prudential Pensions Ltd
Holborn Bars, London EC1N 2NH 01-405 9222
Discretionary Aug 31 ... £136.19 129.88 — —
Equity Aug 31 ... £139.30 134.42 — —
International Aug 31 ... £20.27 20.92 — —
Fixed Int Aug 31 ... £10.56 10.49 — —
Fixed Int Aug 31 ... £67.87 68.77 — —
Index Linked Aug 31 ... £53.18 57.39 — —
Property Aug 31 ... £91.96 97.55 — —
Cash Aug 31 ... £4.027 19.0027 — —
Pre Linked Retirement Plan
Managed Aug 31 ... 313.9 327.0 — —
Cash Aug 31 ... 179.7 187.2 — —
Prudential Pensions Investment Account
Pen Managed Sept 2 ... 129.5 135.5 — —
Pen UK Eq Sept 2 ... 234.4 248.9 -0.3 —
Pen Intl Sept 2 ... 145.6 153.3 -1.3 —
Pen Fixed Sept 2 ... 156.0 163.2 -0.1 —
Pen Index Lr Sept 2 ... 152.3 159.5 -0.5 —
Pen Cash Sept 2 ... 117.5 123.7 — —

Regency Life Assurance Co Ltd
55–57, High Holborn, London WC1V 6DU 01-831 7481
Aggressive Pnsn Fd ... 102.9 108.3 -0.3 —
Balanced Pnsn Fd ... 272.7 287.2 -1.1 —
Cautious Pnsn Fd ... 113.2 119.1 -0.5 —
Eqtie Fund ... 92.1 96.9 -0.3 —
European Fund ... 67.7 71.2 — —
Gilt Edged Fund ... 96.4 101.4 -0.6 —
Fixed Interest Fund ... 230.3 242.4 -0.6 —
International Fund ... 222.6 234.2 -0.6 —
Money Fund ... 168.2 177.0 -0.1 —
N American Fd ... 94.3 99.2 -0.2 —
Property Fund ... 376.8 396.8 -2.4 —
Pacific Equity Fd ... 328.1 345.5 -0.8 —
A.L.M. Bronze Diem Fd. ... 79.9 84.1 -0.4 —
Swiss Select Inv ... 97.8 102.7 -0.5 —
Smaller Cos Select Fd ... 101.9 107.3 -0.6 —
Conquest Fund ... 67.38 71.4 -2.7 —
Exec Master Fd ... 86.9 90.4 — —
Bentley Equity Fd ... 105.3 110.6 — —
Bentley High LR Part ... 89.7 94.4 — —
Millbourne Spec Port ... 96.8 101.9 — —
Swiss Global Ld ... 101.6 — — —
All funds high-yield net pension fund. Series 2 prices above. Others available from Regency Life.

Reliance Mutual
Reliance House, Tunbridge Wells, Kent 0892 510033
Deposit Acc Fd ... 117.1 123.3 -0.1 —
Equity Acc Fd ... 236.3 249.0 -0.8 —
Fixed Int Acc Fd ... 235.6 248.0 -3.8 —
Prop F41 Int (sem) ... — 515.4 — —
Prop Acc Fd Cond Int ... 160.4 168.9 -0.9 —
Un N Trust Ma. Fd ... 91.3 96.1 -2.4 —
Rl. Pension Funds
Deposit Acc ... 147.2 155.0 -0.3 —
Equity Acc ... 185.5 195.3 -4.4 —
Fixed Int. Acc ... 147.7 155.5 -3.5 —
Gilt Indx Lnk Acc ... 121.2 127.6 -1.1 —
Managed Acc ... 219.3 230.9 -5.2 —

Royal Heritage Life Assurance Ltd
20 Clifton St, EC2A 4HX 01-920 0202/0733 262524
Multi Cert ... 448.4
Multi Cert "A" ... 448.7 472.1 — —
Up Prop ... 380.0 400.1 -0.1 —
Up Equity ... 661.3 696.4 -3.9 —
Up High Yld ... 238.4 250.9 -0.7 —
Up Managed ... 516.7 543.9 -3.1 —
Up Dep ... 294.1 272.8 — —
Up Inc ... 224.9 236.8 — —
Up Inc Gilt ... 182.3 191.9 -0.8 7.9%
Up Inc Man ... 284.1 299.1 -0.8 —
Up USS ... 88.1 92.8 -0.3 —
Up Emerging Cos ... 235.2 247.8 -4.9 —
Pension Funds-Series B & C Acc.
Property ... 620.1 652.8 -0.3 —
Equity ... 1622.9 1708.4 -20.1 —
Fixed Interest ... 594.7 626.1 +0.6 —
Managed ... 870.1 915.9 -7.8 —
Deposit ... 476.1 501.2 — —
Gartmore Global ... 156.7 165.8 — —
Gartmore NA ... 76.0 80.0 -0.2 —
Gartmore Pacific ... 185.3 195.2 -2.0 —
Henderson Acc ... 154.7 162.9 -0.7 —
Perpetual Kleo ... 150.6 158.6 -1.6 —
Framlington Mthly ... 149.0 156.9 -1.1 —
Exchange Pen Bnd ... 147.9 155.7 -1.1 —
Gartmore Pen Euro ... 97.7 102.9 -0.8 —
City Capital Pen Fd ... 149.9 157.0 — —
Sittala MPF ... 131.6 138.6 — —
BTL Pension Port. ... 110.5 116.4 — —
Berkeley Pension Fund ... 103.3 109.0 — —
Aetna Pension Fund ... 148.7 156.6 — —
Knightsbridge Cos Pen ... 88.0 92.7 — —
Ascot Pen Port - Fd ... 120.2 126.6 — —
Sutton Cap Pen Fd ... 92.1 97.0 — —
Senior Home Pen Fd ... 100.7 106.3 — —
Cliffe Pens Portfolio ... 78.4 82.6 — —
Ac Euro Pen ... 75.5 79.5 — —
IMC Pen SB Sr B ... 95.0 100.0 — —
Pension Funds-Series D
Property ... 135.9 155.9 — —
Equity ... 107.4 107.4 -1.7 —
Fixed Interest ... 144.4 144.4 -0.1 —
Managed ... 109.0 109.0 -0.9 —
Deposit ... 150.3 150.3 — —
Gartmore Global ... 97.3 97.3 -0.9 —
Gartmore NA ... 85.1 85.1 -0.2 —
Gartmore Pacific ... 96.2 96.2 -1.0 —
Henderson Acc ... 113.1 113.1 -0.3 —
Perpetual Mngd ... 108.8 108.8 -1.0 —
Framlington Mng ... 117.6 117.6 -1.0 —
Gartmore Pen Mngd ... 119.9 119.9 -0.8 —
Gartmore Pen Euro ... 73.9 73.9 -0.4 —
Aetnaexpiar CIS Pen ... 97.0 97.0 — —
Ark Euro Pen ... 95.9 95.9 — —
For Pensions Capital Units please ring ext 2285 or 2369

Royal Insurance Life Ltd
New Hall Place, Liverpool L69 3HS 051-227 4422
Royal Select Fd ... 537.3 568.5 — —
Royal Select Fd Limited Accumulation
Managed Fund ... 219.0 230.5 — —
Equity Fund ... 272.5 286.9 — —
Property Fund ... 253.0 266.3 — —
International Fund ... 271.7 285.9 — —
Pacific Basin ... 198.4 208.9 — —
United Kingdom ... 121.9 128.3 — —
Money Fund ... 138.2 145.4 — —
Gilt Fund ... 198.4 208.9 — —
Royal Life Unit Link. Pension Fds
Exempt Man Fd Acc. ... 219.0 230.5 — —
Exempt Equity Fd Acc. ... 406.2 511.7 — —
Exempt Prop Fd Acc. ... 252.5 266.3 — —
Exempt Intl Fd Acc. ... 439.0 462.1 — —
Exempt Gilt Fd Acc. ... 228.5 232.1 — —
Exempt Money Fd Acc. ... 167.2 176.8 — —

Royal Liver Assurance
Royal Liver Building, Liverpool, L3 1HT. 051-236 1451
Royal Liver ... 46.5 48.9 — —
Global Equity ... 39.0 41.1 — —
Global Prop Fd ... 43.5 45.8 — —
Global Int Fd ... 42.8 45.1 — —
Fixed Interest ... 48.0 50.5 — —
Money ... 50.7 53.4 — —
Managed ... 46.2 48.6 — —
Pensions
Royal Liver Building, Liverpool, L3 1HT. 051-236 1451
Managed ... 46.5 48.9 — —
Equity ... 39.0 41.1 — —
High Yield ... 43.5 45.8 — —
Property Fd ... 42.8 45.1 — —
Deposit Fd ... 48.0 50.5 — —
North American Fd ... 50.7 53.4 — —
Nth European Fd ... 46.2 48.6 — —
Pensions
Managed ... 46.5 48.9 — —
Global Equity ... 39.0 38.1 — —
Global Prop ... 42.1 44.3 — —
Int Equity ... 41.0 43.2 — —
Fixed Interest ... 50.1 52.7 — —
Money ... 52.9 55.7 — —
Managed ... 46.0 48.4 — —

Save & Prosper Group (z)
28 Western Rd, Romford RM1 3LB 0708-766966
Bal Inv Fd ... 454.2 480.7 -0.8 —
Deposit Fd ... 312.8 331.1 -0.5 —
Gilt Fd ... 312.8 331.1 -0.5 —
Global Equity Fd ... 135.1 143.0 -0.9 —
Property Fd ... 75.7 80.1 — —
Smallpiece Fd ... 131.0 126.0 — —
Gilt Pens Fd ... 75.5 79.9 -0.2 —
High Inc Pens Fd ... 74.3 78.7 -0.1 —
Global Ed Pens Fd ... 113.8 120.4 -0.4 —
Man Pens Fd ... 106.5 112.8 -0.3 —
Prop Pens Fd ... 07.7 62.9 — —
A.G. Bens Fd ... 96.8 102.5 -2.9 —
MLS Inc Fund ... 62.0 65.7 -0.2 —
MLS Pens Fund ... 64.9 68.7 — —
(Weekly dealings

Scottish Amicable
150 St Vincent St, Glasgow 041-248 2323
Equity ... 360.9 379.9 -1.3 —
Fixed Interest ... 213.2 224.5 -0.2 —
International ... 232.2 244.3 -0.2 —
Property ... 163.0 171.6 -0.6 —
Cash ... 151.9 159.9 -0.1 —
Index Linked Gilt ... 116.1 122.3 -0.1 —
Managed ... 226.9 238.9 -1.4 —
Equity Ex. Int. ... 228.1 240.1 -0.5 —
Dn Accum ... 330.0 356.9 -1.2 —
Fixed Fnd. Int. Init. ... 165.7 174.5 -0.2 —
Dn. Accum. ... 246.3 259.3 -0.3 —
Property Fnd. Int. Init. ... 164.5 175.2 -0.7 —
Dn Accum. ... 244.5 257.4 -1.8 —
Exempt. Prop. Init. ... 126.3 133.0 — —
Dn Accum ... 187.8 197.7 +0.1 —
Exempt Cash Init. ... 122.3 128.8 — —
Dn Accum. ... 181.8 191.4 +0.1 —
Exempt Man. Init. ... 188.7 198.7 -0.6 —
Dn. Accum. ... 280.1 294.8 +0.1 —
Building Society Fd ... 102.8 108.3 +0.2 —

Scottish Equitable Life Assc. Soc.
28 St Andrew Sq, Edinburgh 031-556 9101
Mixed ... 140.0 147.4 +0.7 —
UK Equity ... 132.7 139.7 +0.5 —
International ... 140.8 148.2 -0.1 —
American ... 107.7 113.4 -0.4 —
European ... 138.2 145.5 +1.6 —
Japan ... 140.8 148.2 -1.4 —
Pacific ... 179.9 189.4 +0.7 —
Technology ... 132.4 139.4 +0.7 —
Fixed Interest ... 127.1 133.8 -0.9 —
Inland Limited ... 96.7 101.8 -0.1 —
Foreign Bond/Currency ... 138.5 145.8 -1.0 —
Cash ... 114.805 121.868 +0.079 —
Property ... 96.9 102.0 -0.2 —
Pens UK Equity ... 394.8 415.6 -0.3 —
Pens International ... 998.0 420.0 -6.2 —
Pens American ... 108.0 114.1 +0.1 —
Pens European ... 134.0 141.1 +2.1 —
Pens Japan ... 208.1 219.1 +5.1 —
Pens Pacific ... 164.2 172.9 +0.4 —
Pens Fixed Interest ... 191.7 201.8 -1.4 —
Pens Index Linked ... 116.0 122.2 -0.2 —
Pens Cash ... 102.007 107.529 +0.044 —
Pens Property ... 176.3 185.6 — —
Edinburgh Inv. ... 154.8 163.1 -0.1 —
Saville Clifford Japan ... 161.8 170.4 -0.2 —

Scottish Life Assurance Co Ltd (z)
Prudential Hse, Nelson Gte, Southampton 0703 334411
Skandia Life Funds
Managed 78 ... 226.6 238.5 -0.1 —
Equity F4 ... 270.3 284.5 -3.0 —
International Fd ... 215.6 226.9 -1.1 —
Gilt Plus Fd ... 192.4 203.5 — —
Property Fd ... 164.6 194.5 — —
Deposit Fd ... 179.0 184.2 — —
North American Fd ... 172.7 181.7 -0.2 —
Nth. European Fd ... 174.8 182.7 -0.2 —
Int. Recovery Fd ... 152.4 160.4 -0.8 —
Pacific Fd ... 172.3 181.3 -1.3 —
Scottish Widows Funds
America ... 91.4 96.2 -0.2 —
American Equity Inc. ... 88.0 93.5 +0.1 —
American Special Sits. ... 91.2 96.0 -0.6 —
Australia ... 77.7 81.7 -1.8 —
Eastern Opps ... 49.6 56.1 -0.8 —
European ... 133.8 139.9 -0.2 —
European Income ... 84.5 89.9 -0.2 —
Europe Hamed ... 69.0 72.6 -0.5 —
Far East Income ... 114.0 120.0 -0.4 —
Gilt & Fixed Interest ... 100.7 106.0 — —
Global Convertible Tst ... 91.6 96.3 -0.1 —
Growth & Income ... 107.3 112.7 -0.2 —
Income Plus ... 118.5 124.7 -0.2 —
International Bond ... 99.9 105.1 — —
Japan ... 117.4 123.5 -1.9 —
Japan Special Sits. ... 138.3 145.5 -1.8 —
Managed International ... 98.9 104.0 -0.7 —
Money ... 107.8 113.4 -0.1 —
South East Asia ... 125.5 132.1 -0.1 —
Special Sits. ... 134.4 141.4 -0.8 —
Technology ... 130.3 136.9 -1.4 —
Scottish Provident Fund
American ... 87.2 88.1 — —
American Special Co's ... 101.7 102.1 +0.2 —
Capital ... 197.5 207.0 -1.7 —
Convertible & Gilt ... 160.9 169.2 -0.2 —
Income ... 106.2 110.7 -0.4 —
Extra Income ... 241.6 254.3 -1.0 —
Financial ... 80.6 84.8 -0.4 —
Income & Growth ... 201.8 212.4 -1.2 —
Intl. Growth ... 98.1 92.7 -0.5 —
Japan and General ... 164.0 174.7 -1.9 —
Recovery ... 179.1 184.3 -1.1 —
Smaller Companies ... 112.0 117.8 -0.2 —
Managed ... 130.8 146.3 -0.8 —
Scottish Provident Fund
American ... 80.0 84.2 +0.5 —
American Sel Opps ... 74.0 78.3 — —
American Emerging ... 120.7 127.8 -1.0 —
Australian ... 68.6 72.2 -1.0 —
British ... 149.2 157.8 -3.0 —
Extraordinary Growth ... 86.2 90.8 -0.7 —
European ... 149.4 157.2 -0.7 —
European Sel Opps ... 86.5 90.9 -0.4 —
Far East ... 203.9 216.1 -1.3 —
Far Eastern ... 147.8 153.5 -1.2 —
First Interest ... 145.5 153.1 -0.5 —
Frontier Markets ... 100.7 106.1 — —
Global ... 132.7 139.6 -1.3 —
Global Inc & Cash ... 104.2 109.6 -0.3 —
Gold Mines ... 124.4 130.9 -1.7 —
High Income ... 211.3 222.4 -1.8 —
Hong Kong ... 123.3 130.0 -1.4 —
Income ... 108.0 113.6 -0.9 —
Intl Fixed Interest ... 108.8 114.5 -0.1 —
Intl Sel Opps ... 75.9 81.9 -0.4 —
Japan ... 182.0 191.4 -1.4 —
Japan Sel Opps ... 106.4 111.9 -1.5 —
Oil and Energy ... 106.0 111.5 -0.1 —
Pacific Basin ... 118.6 125.1 -1.1 —
Practical Inc ... 89.4 90.3 -0.6 —
Special Situations ... 145.2 152.8 -1.7 —
UK Sel Opps ... 44.4 46.7 -0.4 —
UK Small Co. Recovery ... 197.9 208.3 -1.9 —
Worldwide Recovery ... 97.2 102.3 -0.9 —
Managed ... 148.4 156.2 -1.1 —
Skandia Business Funds
Special Situations ... 140.7 148.1 -0.7 —
Managed ... 151.4 159.4 -0.8 —
Best of British ... 90.1 94.8 -0.8 —
Capital Growth ... 139.7 147.0 -0.9 —
Income and Assets ... 162.6 171.1 -0.4 —
Income and Growth ... 164.4 173.0 -0.6 —
High Income ... 201.3 211.8 -0.8 —
Extra Income ... 186.1 195.8 -0.8 —
Fixed Interest ... 182.8 192.4 -0.5 —
Preference and Gilt ... 147.7 155.4 -0.3 —
Gilt Trust ... 115.6 121.6 -0.2 —
Gold Trust ... 60.9 64.1 -0.3 —
Fixed Interest ... 136.8 143.9 -0.1 —
Financial ... 163.7 172.3 -0.7 —
Growth Recovery Tst. ... 97.3 102.4 — —
Global Inc & Growth ... 124.6 131.1 -0.2 —
Global Inc & Growth ... 136.8 143.9 -0.4 —
Best of the World Fd. ... 91.5 96.3 -0.8 —
International ... 123.4 129.8 -0.9 —
Australian ... 64.6 68.0 -0.1 —
European Income ... 85.5 90.0 -0.3 —
European ... 131.9 139.8 -0.4 —
European Sel. Cos ... 102.7 139.6 -0.4 —
Japan Trust ... 102.0 107.3 -0.1 —
Japan Trust ... 187.3 196.9 -2.5 —
Japan Special Sits. ... 175.7 184.9 -1.9 —
Pacific Smaller Co. ... 148.3 155.1 -0.8 —
Pacific Smaller Co. ... 123.0 129.5 -1.3 —
Singapore and Malaysia ... 74.1 78.0 -0.2 —
Spirit of the East ... 75.9 79.8 -0.4 —
North American ... 95.4 95.4 -0.5 —
American Smaller Co. ... 88.7 93.3 -0.5 —
American Recovery ... 106.5 112.1 -0.1 —
Prime Residential ... 142.0 149.4 -0.7 —
Managed ... 142.0 149.4 -0.7 —
Skandia Kleinwort Benson Funds
Managed ... 90.9 95.6 -0.2 —
European Special ... 94.9 99.8 — —
Extra Income ... 91.1 95.8 — —
Fund of Inv Tst ... 93.6 98.5 -0.2 —
Growth ... 91.3 95.0 -1.2 —
High Yield ... 91.0 95.7 -0.3 —
Japan ... 92.1 96.8 -1.4 —
American Special ... 87.4 91.9 -0.9 —
North American ... 91.8 96.6 -0.2 —
Pacific ... 92.3 97.1 -0.9 —
Smaller Companies ... 92.0 96.8 -0.9 —
UK Equity Growth ... 90.2 94.9 -1.1 —
Managed ... 91.0 95.7 -0.9 —
Skandia Life Unit Linked Funds
Growth Gilt ... 117.8 123.9 -0.4 —
Intl Recovery ... 137.5 144.5 -1.6 —
Smaller Companies ... 108.7 114.3 -3.8 —
Fixed Interest ... 72.1 75.8 -0.3 —
UK Income ... 190.8 207.1 -1.5 —
Extra Income ... 169.2 178.2 -1.1 —
Fixed Interest Growth ... 118.6 124.8 -0.1 —
Gilt ... 117.3 123.4 -0.2 —
Pref Shares ... 160.1 168.5 -0.3 —
Dividend Shares ... 91.7 96.5 -0.1 —
Financial Securities ... 119.3 121.3 -0.6 —
Gold ... 64.8 68.0 -0.3 —
Intl Liquidity ... 129.6 133.0 -0.1 —
Intl Income & Growth ... 111.2 117.0 -0.4 —
Property Shares ... 174.0 183.1 -0.6 —
Overseas Earnings ... 76.9 80.9 -0.5 —
World Technology ... 68.8 72.4 -0.6 —
American Growth ... 112.4 118.3 -0.2 —
Japan Growth ... 76.0 79.9 -0.1 —
U.S. Small Co. ... 76.9 80.9 -0.2 —
Australian Growth ... 63.0 66.3 -0.8 —
Europe Prop ... 78.0 80.2 -0.2 —
European Sm Co. ... 110.3 116.1 -0.2 —
Far East ... 137.1 144.3 -1.7 —
French Growth ... 72.7 75.4 -0.3 —
Hong Kong Prop ... 97.4 102.4 -1.0 —
International Growth ... 126.2 132.8 -0.9 —
Japan Performance ... 184.8 195.6 -3.7 —
Japan Smaller Co. ... 151.9 159.8 -1.7 —
Shearson ASEAN Grwth ... 63.9 66.7 -0.1 —
UK Growth ... 124.4 130.9 -1.7 —
Managed ... 117.8 124.0 -0.7 —
Skandia Provident Funds
American Growth ... 89.4 94.3 -0.1 —
European Growth ... 95.9 90.0 -0.5 —
Far East Growth ... 125.4 131.9 -1.4 —
Income ... 101.6 106.9 -0.4 —
Income ... 104.6 110.1 -0.4 —
Intl Emerging Cos. ... 85.0 89.4 -0.8 —
Intl Growth ... 96.1 101.1 -1.0 —
UK Growth ... 73.9 79.1 -0.7 —
Worldwide Recovery ... 88.0 92.6 -0.7 —
Managed ... 101.9 107.2 -0.7 —
Skandia Royal Trust Funds
Capital Growth ... 134.8 143.9 -1.2 —
Pacific Basin ... 137.2 144.4 -1.5 —
Fin. & Prop Share ... 154.2 164.4 -1.1 —
International ... 108.0 112.6 -1.4 —
Fixed & Convertible ... 124.9 131.4 -2.9 —
Equity Income ... 182.7 192.3 -1.5 —
Preference Share ... 202.7 213.3 -1.9 —
Smaller Companies ... 142.1 149.5 -0.7 —
Worldwide Alpha ... 98.0 103.2 -0.7 —
Managed ... 140.8 147.3 -7.8 —
Skandia Tilt Managed Funds
US American ... 100.9 106.2 -0.4 —
TSB Extra Income ... 96.2 101.2 -0.2 —
TSB Extra Income ... 107.6 197.4 -1.0 —
TSB General ... 141.8 149.2 -0.1 —
TSB Gilt & Fixed Int. ... 139.5 123.7 -0.2 —
TSB Income ... 181.8 191.3 -2.5 —
TSB Net Reserves ... 104.5 112.1 -0.9 —
TSB Pacific ... 134.9 142.0 -0.4 —
TSB International ... 130.1 136.9 -1.3 —
TSB Smaller Cos ... 164.3 177.3 -3.2 —
TSB Sterling Cash ... 136.8 144.0 -1.3 —
TSB Managed ... 127.4 134.1 -1.2 —
Scottish Provident Managed Funds
Managed ... 133.7 2.9 — —
Fidelity Managed ... 119.9 119.8 -0.4 —
Franingham Managed ... 199.0 209.4 -1.2 —
Gartmore Managed ... 147.9 155.6 -0.3 —
Henderson Managed ... 179.2 188.4 -0.9 —
Kleinwort & Ben Mngd ... 90.7 95.4 -0.9 —
NRI Britannia Managed ... 153.1 161.1 -0.8 —
Perpetual Managed ... 108.9 114.6 -0.8 —
Royal Trust Managed ... 132.9 140.4 -0.1 —
TSB Managed ... 165.5 174.1 -0.8 —
Guarantee Fd 1993 ... 63.0 — — 0.91
All funds have equivalent pension funds. Unit prices are available from Skandia Life

Standard Life Assurance Company
3 George St, Edinburgh 031-225 2552
Equity ... 367.8 387.0 -0.8 —
Equity ... 302.4 327.8 -0.8 —
Fixed Int ... 238.8 251.4 -0.1 —
Index-Linked ... 134.3 130.9 -0.2 —
International ... 308.0 350.0 -0.1 —
North American ... 71.3 75.0 -0.1 —
Far East ... 105.4 111.0 +1.0 —
European ... 77.2 81.3 +0.2 —
Property ... 174.1 183.2 — —
Cash ... 178.1 188.4 — —
Pension Managed ... 483.6 509.3 -1.0 —
Pension Managed ... 348.2 366.5 -1.0 —
Pension Equity ... 668.2 703.4 -1.8 —
Pension Int. Linked ... 201.6 206.5 -1.3 —
Pension Gilts/Fixed Int ... 121.9 128.4 -0.3 —
Pension Index-Linked Fnd ... 118.9 125.2 -0.3 —
Pension Property Fnd ... 134.2 130.8 -0.0 —
Pens Cash Fnd ... 132.6 139.1 -0.1 —
Pens Mathes Fnd ... 135.2 142.4 -0.1 —

Standard Life Assurance Company
Life Funds
Managed Fd ... 388.9 409.4 -1.8 —
Equity Fund ... 504.7 531.3 -2.7 —
Fixed Interest Fund ... 290.4 306.3 -1.3 —
Index Linked Fund ... 183.0 198.8 +0.3 —
Property Fund ... 368.8 577.4 -0.1 —
International Fd ... 547.9 544.3 -0.4 —
North America Fund ... 105.2 110.8 -0.1 —
Far East Fund ... 183.1 192.8 +0.4 —
Deposit Fund ... 195.8 206.3 +0.1 —
Worldwide Bond ... 103.7 109.2 -0.1 —
Worldwide Financial ... 78.90 84.20 -0.40 —
Worldwide Technology ... 79.40 84.60 -1.20 —
European ... 80.20 84.50 -0.10 —
Equity Income ... 131.6 138.6 -0.9 —
Intl Bond ... 144.30 — (z)
Pension Funds
Managed ... 274.2 288.7 -0.7 —
Equity ... 306.7 322.9 -1.5 —
Fixed Interest ... 264.0 280.0 -1.3 —
Index Linked ... 209.5 220.6 -0.2 —
Property ... 307.9 327.3 +2.6 —
International ... 307.5 324.7 -0.6 —
Deposit ... 191.0 203.2 +0.1 —
Building Society ... 111.8 117.7 (z) —
Worldwide Bond ... 101.3 104.7 -0.1 —
Equity Income ... 97.30 102.5 -0.3 —
From Intl Growth ... 78.90 83.10 -0.40 —
From America Smlr Cos. ... 74.80 78.80 -0.20 —
From Capital Tst. ... 120.0 126.4 -0.3 —
From Japan & General ... 159.5 163.7 +1.7 —
From America Tracker ... 80.00 84.30 -0.10 —
From Property Tst. ... 108.6 135.4 -0.8 —
From Special Managed ... 103.6 109.1 -0.3 —
From Managed ... 83.70 88.20 -0.10 —
From UK & General ... 73.00 76.00 -0.50 —
From Smlr Companies ... 74.30 78.20 -0.40 —
GT Japan & General ... 112.8 118.8 -0.9 —
GT Far East & Gen ... 92.80 97.70 +1.30 —
GT UK Capital ... 101.3 107.7 -1.8 —
GT European ... 73.90 77.80 (z) —
GT Special Mngd ... 89.20 93.90 -0.30 —

Sun Life of Canada (UK) Ltd
Bailey View, Basingstoke, RG21 2QZ 0256 841414
Basic Unit Plans
Growth Account ... 825.6 — — —
Managed Account ... 471.4 — — —
Equity Account ... 685.6 — — —
Managed Fd. Account ... 223.3 234.9 — —
Equity Fd. Account ... 286.3 301.4 — —
Property Fd. Account ... 203.3 214.2 — —
Fixed Int. Fd. Account ... 181.2 190.7 — —
Intnl. Fd. Account ... 267.5 281.6 — —
Money Fd. Account ... 164.8 192.4 — —
Index-Lnd.Sec.Fd.Accm. ... 128.0 134.8 — —
Pensions Plans
Port. Pens. Account ... 951.4 — — —
Pens. Man. Acc.-Fd.Accm. ... 433.3 456.4 — —
Pens. Equity Fd. Acc. ... 162.0 170.6 — —
Pens. Prpty. Fd. Acc. ... 161.3 169.8 — —
Pens. Fixed Int Fd Acc. ... 144.3 151.9 — —
Pens. Int. Fd Acc. ... 124.2 130.8 — —
Pens. Money Fd Acc. ... 139.7 147.2 — —
Pens. Index Ld Acc. ... 132.1 139.2 — —
Pens. Gtd. 7% Acc. ... 134.3 141.4 — —
Int Pens. Man Acc Fd Acc. ... 99.7 105.0 — —
Int Pens. Equity Fd Acc. ... 99.6 105.0 — —
Int Pens. Prpty Fd Acc. ... 117.9 124.1 — —
Int Pens. Fixed Int Fd Acc. ... 99.6 104.8 — —
Int Pens. Int. Fd Acc. ... 99.6 105.0 — —
Int Pens. Money Fd Acc. ... 100.9 106.3 — —
Int Pens. Ind. Lnd Sec Acc. ... 107.3 112.8 — —
Int Pens. Gtd. Fd Acc. ... 103.0 108.4 — —

Sun Life Unit Assurance Ltd
St James Barton, Bristol BS99 7SL 0272 424911
Managed Acc. ... 468.3 493.2 -1.4 —
Property Acc. ... 298.3 314.2 -0.2 —
Equity Acc. ... 658.7 693.4 -0.6 —
Fixed Interest Acc. ... 279.4 294.2 -0.7 —
Index-Linked Acc. ... 116.0 122.2 +0.2 —
Cash Acc. ... 200.7 211.3 — —
American Equity Acc. ... 185.2 195.0 -0.5 —
U.S. Bonds Acc. ... 137.3 144.6 +1.6 —
Japan Acc. ... 260.9 274.7 -1.7 —
Pacific Acc. ... 135.2 142.4 -

هكذا من الأصل

FT UNIT TRUST INFORMATION SERVICE

OTHER OFFSHORE FUNDS

LONDON SHARE SERVICE

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
99¾	83¼	Redemption 3pc 1986-96	99¼		—	—
100¼	99	Treas. 9½pc '88	99		9.54	12.00
102	99	Treas 11½pc 1989	99		11.53	11.91
101	98	Treas 9½pc Cnv 1989	98		9.63	11.73
97½	95	Treas 3pc 1989			3.13	9.10
102	99¼	Treas 10½pc 1989	99		10.59	11.66
102	98	Exch. 10pc 1989	98		10.12	11.42
103	99	Exch 11pc 1989	99		11.03	11.35
97	94½	Treas 5pc 1986-89	94½		5.28	10.04
104	98¼	Exch 10¼pcCv '89	98		10.34	11.01
107½	102¼	Treas 13pc 1990‡‡	102		12.67	10.82
104¼	100	Exch 11pc 1990‡‡	100		10.97	10.74
107	102	Exch. 12½pc 1990	102		12.22	10.91
93	90	Treas. 3pc 1990	90		3.31	9.10
99	95	Treas 8¼pc 1987-90‡‡	96	+	8.59	10.76
102	95¼	Treas. 8pc Cv 1990‡‡	95¼		8.33	10.40
103	98	Treas. 10pcCv 1990	98¼		10.16	10.80
91	87	Exch 2½pc 1990	87	+	2.86	8.88
107¼	101	Treas 11¾pc 1991	101		11.53	10.76
95	90	Funding 5¾pc '87-91‡‡	90xd	+	6.63	10.08
90	86	Treas. 3pc 1991	86		3.48	8.82
105	98	Treas 10pc Cv '91‡‡	98		10.14	10.54
107	100	Exch. 11pc 1991	100		10.91	10.65
98	92	Treas. 8pc 1991	92		8.61	10.62
[illegible]	105	Treas 12¼pc 1992‡‡	105		12.02	10.54
[illegible]	98¼	Treas 10pc 1992	98¼		10.15	10.49
[illegible]	92¼	Treas. 8pc 1992‡‡	92		8.67	10.61
[illegible]	99½	Treas 10½pc Cv 1992‡‡	99		10.52	10.53
86	82	Treas. 3pc 1992	82		3.64	8.56
112	104	Exch. 12¼pc '92	105		11.64	10.59
117	108	Exch 13½pc 1992	109xd		12.38	10.69
97	91¼	Treas 8¼pc 1993	91		8.98	10.57
105	97	Treas 10pc 1993‡‡	97		10.20	10.54
115	107	Treas 12½pc 1993‡‡	107		11.65	10.52

Five to Fifteen Years

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
93	88	Funding 6pc 1993‡‡	88		6.80	8.97
121	112	Treas 13¾pc 1993‡‡	112		12.24	10.58
101	91½	Treas. 8½pc 1994	91		9.26	10.51
44	41½	Tr 8½pc 1994 "A" (50% pd)	43		9.26	10.53
125	115	Treas 14½pc 1994‡‡	[illegible]		12.49	10.56
120	111	Exch 13½pc 1994	111		12.08	10.67
105	98	Treas. 10pc Ln. 1994‡‡	98		10.19	10.43
116	107	Exch. 12½pc 1994	107		11.58	10.66
101	93	Treas 9pc 1994‡‡	94		9.59	10.35
114	105	Treas 12pc 1995	106		11.31	10.63
83	78½	Exch 3pc Gas 90-95	81		3.70	6.57
106	98¼	Exch. 10¼pc 1995	98		10.37	10.47
120	111	Treas 12¾pc 1995‡‡	111		11.47	10.49
126	116	Treas. 14pc '96	116		11.98	10.62
101	93	Treas. 9pc 1992-96‡‡	93¾xd		9.60	10.21
133	123	Treas 15¼pc 1996‡‡	124		12.29	10.57
123½	114	Exch 13¼pc 1996‡‡	114		11.60	10.49
105¼	97	Conversion 10pc 1996	97¼		10.23	10.39
124	115	Treas 13¼pc 1997‡‡	115		11.50	10.45
108	100	Exch 10½pc 1997	100		10.44	10.38
98	91	Treas 8¾pc 1997‡‡	91½xd		9.56	10.20
134	125	Exch 15pc 1997	125		11.97	10.60
104	96¼	Exch. 9¾pc 1998	96		10.09	10.31
87	81	Treas 6¾pc 1995-98‡‡	81		8.29	9.76
140¼	130	Treas. 15½pc '98‡‡	130xd		11.86	10.49
118	109	Exch. 12pc 1998	109		10.93	10.40
103	95¾	Treas 9½pc 1999‡‡	96		9.88	10.08
120	111	Exch. 12¼pc 1999	111		10.96	10.38
109	101	Treas. 10½pc 1999	101		10.36	10.28
107	99	Conversion 10¼pc 1999	99		10.27	10.27
100¼	86	Treas. 8½pc Ln 2000‡‡	89		9.47	10.01
99	92¼	Conversion 9pc 2000‡‡	93		9.67	10.04
126	117	Treas. 13pc 2000	117		11.05	10.37
106	98	Treas 10pc 2001	99		10.08	10.10
129	120¼	Treas. 14pc '98-01	120		11.62	10.56
104	97	Conversion 9¾pc 2001	97		9.97	10.05
118	109	Exch. 12pc '99-02	109¾		10.92	10.40
107	99	Conversion 10pc 2002	99¼		10.02	10.02
105	97	Treas 9¾pc 2002	98		9.93	9.99
99	92	Exch. 9pc 2002	92		9.67	9.91
131	122	Treas. 13¾pc 2000-03	122		11.24	10.41

Over Fifteen Years

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
[illegible]	100¼	Treas 10pc 2003	100		9.96	9.94
117	[illegible]	Treas. 11½pc 2001-04	[illegible]		10.54	10.19
108	100	Treas. 10pc 2004	101		9.90	9.86
157	54	[illegible] 3½pc '99-04	[illegible]		6.14	8.48
[illegible]	97	[illegible] 9½pc 2004	97		9.72	9.78
[illegible]	97	[illegible] 9½pc 2005	97		9.70	9.74
[illegible]	[illegible]	[illegible] 10½pc 2005	106¼		9.88	9.74
128	[illegible]	Treas. 12½pc 2003-05	119		10.48	10.00
92	85	Treas. 8pc 2002-06‡‡	86		9.28	9.63
106	99	[illegible] 9¾pc 2006	100		9.71	9.69
121	112	Treas. 11¾pc 2003-07	113	+	10.38	9.98
97	[illegible]	Treas 8½pc 2007‡‡	[illegible]		9.35	10.54
137	127	Treas. 13½pc '04-08	127		10.57	9.96
101	94	Treas. 9pc 2008‡‡	96	+	9.43	9.51
92	[illegible]	Treas 8pc 2009	86½xd		9.22	9.45
101	93¼	[illegible] 9pc Ln 2011‡‡	96		9.36	9.41
68¼	62	Treas. 5½pc 2008-12‡‡	64½xd		8.55	9.21
89	82	Treas. 7¾pc 2012-15‡‡	84		9.19	9.35
130	121	[illegible] 12pc '13-'17	124		9.65	9.45

BRITISH FUNDS—Contd

Undated

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
44	41	Consols 4pc	42¼		9.47	—
39	37	War Loan 3½pc‡‡	37½		9.33	—
53¾	48	Conv. 3½pc '61 Aft.	53¾xd	+½	6.51	—
33	30	Treas. 3pc '66 Aft.	31½xd		9.52	—
28	26¼	Consols 2½pc	26½xd		9.39	—
28	26¼	Treas. 2½pc	26½xd		9.39	—

Index-Linked

1988 High	1988 Low	Stock (b)	Price £	+ or −	(1)	(2)
121	117½	Treas 2pc IL '90 (84.6)	120½		1.50	3.40
103	99	Do. 2pc '92‡‡ (97.8)	101¼xd		2.70	3.45
96	93	Do. 2 '94 (102.9)	93¼		3.08	3.54
139	127	Do. 2pc '96 (67.9)	136xd		3.20	3.54
114	103	Do 2½pc '01 (78.3)	112xd	.....	3.74	3.98
111	101	Do. 2½pc '03 (78.8)	110¼	.....	3.78	3.99
114	102	Do. 2pc '06 (69.5)	111	.....	3.80	3.98
105	95	Do. 2½pc '09 (78.8)	104	.....	3.82	3.98
109	99	Do. 2½pc '11 (74.6)	108		3.82	3.98
91	82	Do. 2½pc '13 (89.2)	89		3.81	3.96
98	88	Do. 2½pc '16 (81.6)	96		3.77	3.91
96	87	Do. 2½pc '20 (83.0)	94		3.73	3.85
81	73	Do. 2½pc '24‡‡ (97.7)	79		3.70	3.82

Prospective real redemption rate on projected inflation of (1) 10% and (2) 5%. (b) Figures in parentheses show RPI base month for indexing, (ie 8 months prior to issue) and have been adjusted to reflect rebasing of RPI to 100 in January 1987. Conversion factor 3.945. RPI for December 1987:103.3 and for July 1988:106.7

INT. BANK AND O'SEAS GOVT STERLING ISSUES

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
109	100	African Dv Bk 11¼ Ln 2010	102¼	−½	10.88	10.84
104	96	Asian Dev Bk 10¼pc Ln 2009	98	−½	10.45	10.47
129	120	Australia 13½pc 2010	123		10.98	10.74
112	103	Do. 11¾pc Ln 2015	106½		10.68	10.63
110	103	Euro Inv Bk 11pc Ln 2002	103		10.60	10.48
105	98	Do. 10¾pc 2004	98		10.49	10.51
120	112	Int-Am Dev Bk 12½pc 2003	113		11.00	10.61
98	91	Do. 9½pc Ln 2015	93¼	−½	10.47	10.51
96	86	Malysia 10¾pc Ln 2009	95xd	.....	11.32	11.38
111	87	Utd. Mexican States 16½pc 2008	108xd		15.22	15.14

CORPORATION LOANS

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
111	103½	Birmingham 13½pc 1989	103½xd	.....	13.04	9.48
115½	101	Do. 11½pc 2012	103½xd	.....	11.11	11.10
94	87	GLC 6¾pc 1990-92	87½xd	.....	7.72	11.20
130	119½	Leeds 13½pc 2006	120½	.....	11.20	10.97
34	26¼	Liverpool 3½pc Irred	33xd	.....	10.61	—
97	91	LCC 6¾pc '88-90	92½xd	.....	7.30	11.00
31	25	Do. 3pc '20 Aft.	30xd	.....	10.00	—
112	100	Manchester 11½pc 2007	105½xd	.....	10.90	10.80

COMMONWEALTH & AFRICAN LOANS

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
93¼	87¼	NZ 7¼pc 1988-92	87¼	−½	8.31	11.30
207	197	S Rhod 2½pc Non-Assd	206	.....	—	—
80	71½	Do. 4½pc 87-92 Assd.	80	.....	5.63	—
130	42	Zimbabwe Ann (£100pa).	47xd	.....	—	—

LOANS

Building Societies

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
100	99	N'wide 10½pc 12.9.88	99	+	[illegible]	12.47
100	99	Do. 10⅝pc 26.9.88	99	+	[illegible]	12.34
100	99½	Do. 10⅛pc 31.10.88	99½		[illegible]	12.94
100	99	Do. 9¼pc 28.11.88	99¼xd		[illegible]	12.94
100	99	Do. 9¼pc 28.12.88	99		[illegible]	12.78
100	99	Do. 9½pc 23.1.89	99xd		[illegible]	12.79
100	98	Do. 9½pc 20.2.89	98		10.0	12.72
100	98	Do. 9½pc 13.3.89	98		[illegible]	12.80
100	97½	Do. 9¾pc 17.4.89	97		[illegible]	12.80
100	97½	Do. 9½pc 8.5.89	97		[illegible]	12.78
[illegible]	97	Do. 8½pc 30.5.89	97		[illegible]	12.78
[illegible]	93½	Do. 9½pc 26.6.89	97¼		[illegible]	12.73
[illegible]	98	Do. 10½pc 17.7.89	98		[illegible]	12.72
[illegible]	87¼	Do. 3¾pc IL Ln 2021	92½	.....	[illegible]	4.75

Public Board and Ind.

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
96	90	Agric. Mt. 5pc '59-89	95xd	.....	5.26	8.51
48½	40	Met. Wtr. 3pc 'B'	47xd	.....	6.38	9.83

Financial

1988 High	1988 Low	Stock	Price £	+ or −	Yield Int.	Yield Red.
105	99	3i 11¾pc Un Ln '90	99		11.76	11.73
95½	86¼	Do 7¼pcADb 89-92	86xd		8.36	11.17
110	102	Do. 12½pc Un. Ln. 1992	102	−½	12.15	11.45
93½	83½	Do. 7¼pc A 1991-94	83½		8.71	11.09
101¼	91	Do. 9pc A 1991-94	92¼		9.76	10.75
100	88½	Do. 8¾pc Ln 1992-97	88½xd		10.03	11.00

FOREIGN BONDS & RAILS

1988 High	1988 Low	Stock	Price £	+ or −	Div % Gross	Red. Yield
45	33	Greek 7pc Ass.	45	.....	3.50	f7.78
45	33	Do. 6pc 28 Stb. Ass.	45xd	.....	3	f6.67
45	33	Do 4pc Mixed Ass.	45xd	.....	2	f4.44
75	63	Hung. '24 Ass.	75	.....	2.75	f3.67
140	128	Hydro Quebec 15pc 2011.	132½		15.00	11.03
128¼	118	Iceland 14½pc Ln 2016	124		14.50	11.52
101¼	95	Ireland 9¾pc '91-96	95xd	−½	9.75	10.70

AMERICANS

1988 High	1988 Low	Stock	Price £	+ or −	Div Gross	C'w	Y'ld Gr's
29½	22¼	Abbott Laboratories‖	27½xd		$1.20	—	2.6
649p	405p	♦Allegheny & W 1c	434p	−5	30c	—	4.1
14	862p	Amax $1	12¼		020c	—	0.9
31½	16¾	Amdahl 5c	25¼		20c	—	0.5
31	22	Amer. Cyanamid $5	28½		$1.20	—	2.5
17½	11¼	Amer. Express 60c	16¾xd		76c	—	2.7
10	668p	Amer. Medical Int. $1	990p		472c	—	4.3
17¼	13¼	American T. & T. $1	14⅝		$1.20	—	4.8
54¾	44¾	Ameritech $1	53¼		$5.40	—	5.9
27¼	16½	Amfac‖	27½		—	—	—
18¼	15¾	Anheuser-Busch $1	17		60c	—	2.0
875p	360p	BankAmerica $1	812p	−13	—	—	—
22¾	16	Bankers N.Y. $1	22		$1.86	—	5.0
42¼	34¼	Bell Atlantic $1	40¾		$4.08	—	5.9
25¼	19¼	BellSouth Corp.	23⅝		$2.36	—	5.9
15	850p	♦Bethlehem Steel $8	12¼		—	—	—
13¼	801p	Bio-Rad Labs. Inc. "A"	11½	+	—	—	—
23½	15¾	Bowater Inc.	17½xd		92c	—	3.1
15¾	11¼	Browning-Ferris 16.6c.	14¾xd		48c	—	1.9
13¾	787p	Brunswick 75c.	11¼		44c	—	2.3
28¾	21¾	CPC Intnl. 25c.	27		$1.44	—	3.0
17¾	13¾	CSX $1	15¼		$1.24	—	4.8
16¼	11½	CalFed Inc $1	13½xd		$1.40	—	6.3
16¼	12¾	Campbell Soup 15c.	15¾xd		84c	—	3.1
39¾	31¾	Caterpillar Inc $1	33¼		75c	—	1.3
17¾	11¾	Chase Manhattan $12½	17½xd		$2.16	—	7.4
19¾	11½	Chem. Banking Corpn.	19		$2.72	—	8.4
15	11	Chrysler $6¼	13½xd		$1.00	—	4.3
14	9	Citicorp $1	14xd		$1.48	—	6.2
297p	168p	CityFed Fin. Corp.	186p		4c	—	1.3
27	20¾	Colgate-Palmolive $1	25½xd		$1.48	—	3.5
19¾	13½	Cons Freightways 62½c.	17¾		98c	—	3.2
350p	134p	Cont'l Illinois Corp $1	550p		8c	—	1.3
14p	7p	Cont Illinois Hldgs $1	7¾p		—	—	—
417p	117p	♦Corporate Data Sce.	417p	+7	—	—	—
510p	300p	Cullinet Sftwr 1c.	322p	+9	—	—	—
22¾	17¾	Dana Corp. $1	21xd		$1.52	—	4.3
15¼	10	Data General	10¾		—	—	—
140p	44p	♦Derma-Lock Med.	95p		—	—	—
31½	24½	Dun & Bradstreet $1	28¼		$1.74	—	3.6
49¾	39¾	Eaton Corpn. 50c.	42¾xd	−½	$2.00	—	2.7
18¼	14¾	FPL Group 1c.	17¾		$2.20	—	7.3
21	10½	First Chicago $5	19½		$1.50	—	4.5
31¾	20	Ford Motor $2	29¼xd		$2.40	—	4.8
28¾	20	GATX 62½c	27¾xd		$1.80	—	3.8
26	20¾	Gen. Elect. 63c.	23		$1.40	—	3.4
700p	425p	♦General Host Corp $1	599p	+11	26c	—	2.7
25	15¾	Gillette $1	20	+	86c	—	2.4
803p	474p	Gt Am First Sygs Bk $1	614p	−4	60c	—	5.7
19½	13¼	Greyhound $1½	10¾xd		$1.32	—	4.1
976p	654p	Hasbro Inc 50c.	891p	+12	12c	—	0.8
812p	600p	Home Group $1	675pxd	−12	20c	—	—
42	28	Honeywell $1½	34		$2.10	—	3.6
22¼	15¼	Hospital Corp Am $1	20½		72c	—	2.1
19¾	15¼	Houston Inds.‖	17½		$2.96	—	10.0
75¾	55¼	IBM Corpn $1¼	66½xd		$4.40	—	3.9
20	16¼	IC Industries	28½xd		96c	—	2.7
31	23¼	ITT Corpn. $1	28¼		$1.25	—	2.6
105p	40p	♦Image Storage/R Sys.1c	78p	+3	—	—	—
26¾	17¾	Ingersoll-Rand $2	21		$1.04	—	2.9
18¾	815p	Insilco $1	10¼	+	$1.00	—	3.2
26¾	18½	Lockheed Crpn. $1	23¾		$1.60	—	4.0
19¾	11½	Lone Star Inds $1	10¾xd	+	$1.90	—	6.1
19¼	15¾	Louisiana Land 15c.	19½xd		$1.00	—	3.0
13½	860p	Lowe's 50c.	11½		44c	—	2.2
18	10¾	Manuf. Hanover $7½	17½		$3.28	—	11.2
16¼	11	Merrill Lynch $1	15		$1.00	—	3.9
24¾	19½	Molex Inc.	21	+	32c	—	0.9
23½	16½	Morgan (JP) $2½	21½xd	−½	$1.50	—	4.2
40¾	32¾	NYNEX $1	37		$4.04	—	6.3
20	15	PHH Corp.‖	19¾		$1.12	—	3.4
308p	99p	♦Pacific Agr.¶	254p		—	—	—
10½	757p	Pac Gas & Elect $5	10xd		$1.92	—	11.3
21¼	16¾	Pacificorp $3¼	20		$2.64	—	7.4
17¼	13¾	Pacific Telesis 10c.	17		$1.76	—	6.1
17½	13¾	Pall Corp. 25c.	15½xd		40c	—	1.5
44¾	34½	Pennzoil $3 1/3c.	44½xd	+	$2.20	—	2.9
21½	11¾	Premark Intl	19¾		60c	—	1.8
17¾	12½	Primerica $1	14¾xd		$1.60	—	5.6
32½	21¾	Quaker Oats $5	31xd		$1.00	—	1.9
30¾	23¾	RJR Nabisco Inc.	30¼		$1.92	—	3.7
26¾	21	Rep NY Corpn $5	26½xd		$1.20	—	2.7
13	9	Rockwell Intl. $1	11¾		72c	—	3.6
24¼	18¾	Sara Lee $1 1/3	23½xd		$1.20	—	3.0
23¼	18	Southwestern Bell $1	22¾		$2.48	—	6.5
35	27	Sun Co. Inc. $1	34¼xd	+	$3.00	—	5.1
29¾	22¾	TRW Inc. 62½c	25¾xd	+	$1.60	—	3.7
21¼	754p	TW Services $5	11½		20c	—	1.1
28¾	21¼	Tenneco $5	28¾		$3.04	—	6.3
28½	19	Texaco $6.25	27	+	$3.00	—	6.4

Continued on next page

Aitken Hume
30 City Road, EC1Y 2AY. 01-638 6070

Treasury Acc.	10.75	8.25	11.35	Qtr
Mth Int Chq £1000-£5000	10.50	8.06	11.16	Mth
Mth Int Chq £5,000+	10.75	8.25	11.43	Mth

Bank of Ireland High Interest Cheque Acc
36 Queen St, EC4R 1BN. 01-329 4500

2,000-9,999	11.401	8.750	12.055	Qtr
£10,000+	11.726	9.000	12.411	Qtr

Bank of Scotland
38 Threadneedle St, EC2P 2EH. 01 601 6746

Money Mkt Cheque Acc.	10.60	8.13	11.26	Mth

Barclays Prime Account

Money Market Trust Funds

Money Market Bank Accounts

LONDON SHARE SERVICE

AMERICANS—Contd

1988 High	Low	Stock	Price £	+ or −	Div Gross	C'vr	Y'ld Gr's
27¼	23⅝	Texas Instr. $1	23⅝	+1⅛	72c	–	1.8
60¼	43¼	Time Inc. $1	56⅜	−⅜	$1.00	–	1.0
20⅞	15⅞	Transamerica $1	20⅜	−⅛	$1.84	–	3.3
20⅛	14⅛	TRINOVA Corp.	14⅞	−⅛	64c	–	2.5
19	15⅛	USX $1	16⅞	−⅛	$1.20	–	4.3
23	17⅛	Utd Technologies	21⅜	−⅛	$1.60	–	4.3
33½	26¼	US West	32½	....	$3.52	–	6.4
22	16⅞	Waste Management $1	22	+⅛	48c	–	1.3
16⅞	12⅞	Whirlpool $1	14¼	....	$1.10	–	4.4
32⅛	18¼	Woolworth $3½	28⅝	−⅛	$1.64	–	3.4

CANADIANS

High	Low	Stock	Price	+ or −	Div Gross	C'vr	Y'ld Gr's
309p	173p	ABM Gold Corp	200p	−5	–	–	–
32p	11p	Abbot Energy Corp.	13½p	....	–	–	–
14¾	990p	Amer Barrick Res.	10⅞	−⅛	–	–	–
10p	3½p	American Lightwave	3½p	−½	–	–	–
47p	15p	Armeno	15p	–	–	–	–
76p	45p	Augmitto Explo.	48½p	−4½	–	–	–
13¾	10⅛	Bk Montreal	13⅛	....	$2.00	–	7.4
697p	514p	Bk. Nova Scot.	673p	....	76c	–	5.5
18¾	15¼	BCE	17¼	....	$2.44	–	6.7
716p	591p	Bow Valley	655p	....	40c	–	3.0
13¾	10½	Bralcan	11¼	....	88c	–	3.8
328p	189p	Breakwater Res.	225p	−4	10c	–	2.2
11¼	801p	Can. Imp Bank	11⅝	....	$1.16	–	4.9
11½	841p	Can. Pacific	10	....	60c	–	2.9
41½	40	Do. 4pc Deb £100	40½	....	4%	–	9.9
515p	362p	Central Capital "A"	478p	+3	–	–	–
485p	440p	Corona Corp.	448p	+3	–	–	–
686p	288p	Cons TVX Min.	345p	−2	–	–	–
363p	76p	Danbus Res	363p	+8	–	–	–
686p	430p	Derlan Inds.	575p	−1	11.75c	–	1.0
14¾	984p	Echo Bay Mines	10¾	−⅛	$0.07	–	0.4
40p	21p	Energex Minerals	21p	−4½	–	–	–
125p	83p	Euro-Asia Capital Ltd.	104p	+1	–	–	–
386p	222p	Galactic Resources	291p	+3	–	–	–
125p	90¾p	Geodome Res.	102p	−1	–	–	–
394p	196p	Granges Explnl	218p	+1	–	–	–
17p	8½p	GI Pacific Res.	8¾p	+½	–	–	–
903p	652p	Gulf Canada	849p	....	52c	–	3.0
12¾	816p	Hawker Sid Can	11	....	$1.08	–	4.8
590p	344p	Henlys Group	436p	+3	–	–	–
957p	785p	Hudson's Bay	902p	....	60c	–	3.2
28	22⅞	Imperial Oil	25¼	....	$1.80	–	3.4
20⅞	10⅜	Inco	17½	....	US$0.80	–	2.7
718p	462p	Inland Nat. Gas $1	557p	+4	60c	–	5.2
250p	150p	Madeleine Mines	189p	−2	–	–	–
207p	136p	Muscocho Expln.	191p	−2	–	–	–
187p	75p	Ntnl Business Syst.	78p	–	–	–	–
245p	110p	Nevada Goldfields	189p	−3	–	–	–
12	787p	Rio Algom	10¼	−⅛	$1.30	–	6.2
16¾	11½	Royal Bk. Can.	15⅞	....	$2.08	–	6.4
34⅞	26⅝	Seagram	31½	....	US$1.20	–	2.2
361p	167½p	Sonora Gold Corp	169½p	+1	–	–	–
121p	18p	Spiral Eng.	116p	–	–	–	–
150p	35p	Tam Pure Tech. Corp.	123p	–	–	–	–
16¾	11⅛	Toronto-Dom. Bk.	16⅛	....	$1.12	–	3.3
64p	14p	Trans Atlantic Res	15p	−4	–	–	–
684p	566p	Trans Can Pipe.	612p	....	68c	–	5.4
205p	127p	Varity Corp	166p	....	–	–	–

BANKS, HP & LEASING

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
*243	124	ANZ $A1	228	+1	†Q21c	3.1	4.5	7.2
281	200	Allied Irish	255	+2	Q65.3%	3.1	5.4	8.0
£13¼	£10½	Algemene Fl.10	£11⅜	....	Q27%	1.9	6.6	–
73	58	Anglo Irish	65	....	Q19.69%	1.2	6.3	20.3
90	64	Ansbacher (H.) 1p.	82	....	2.0	–	3.3	–
£40½	£24⅝	Banco de Bilbao S.A.	£35½	−1½	Q61.2%	3.1	4.6	6.8
£35⅞	£27¼	Banco de Santander	£30⅞	....	Q22%	2.4	1.7	24.0
*268	164	Bank Ireland IrE1.	230	....	Q15.67%	3.3	5.7	7.2
£18½	£15	Bank Leumi	£16½	....	–	–	–	–
350	350	Bank Leumi (U.K.)	358	....	12.4	–	4.7	–
399	335	Bank Scotland £1	340	+4	h12.6	4.1	4.9	6.6
*65	45	Bank of Wales	59	....	q2.8	2.6	6.3	8.5
*463	302	Barclays £1	397	+6	†19.93	3.5	6.9	5.5
38	26	Benchmark 20p.	28	....	1.63	1.6	7.7	11.0
435	345	Brown Shipley £1	345	−5	10.5	–	4.1	–
77	47	Business Mort 7st.	55	−2	–	–	–	–
394	340	Cater Allen £1	349	....	22.5	–	8.6	–
270	175	Chancery	252	−3	6.0	2.9	3.2	14.5
£15¾	£13¼	Commerzbk DM10	£14⅛	−⅛	Q18%	–	4.1	–
£23⅛	£18	C'ngn.Hbk.Kr100	£21⅛	+⅛	Q15%	–	5.8	–
£154¾	£114⅝	Deutsche Bk DM50	£144¾	−⅛	Q24%	–	2.6	–
270	201	First Nat. Fin 10p	201	−3	18.75	2.9	5.8	6.5
145	103	FNFC 6.3pc CnRedPref	103	−5	6.3%	–	8.2	–
33	13½	First Pac Hldg. 50c.	27	....	Q2.6c	5.6	5.9	3.0
£15¼	£12¾	Fuji Bank Y50	£13⅞	+⅛	Q14.3%	♦	0.3	♦
340	266	Gerrard & National	266	....	18.0	–	9.0	–
136	110	Goode Durrant 5p.	123	−2	a3.3	–	3.6	–
123	90	Guinness Mahon 10p	122	....	–	–	–	–
285	217	Hambros 20p	217	−1	9.0	–	5.5	–
50	40	HK & Shang HK$2.50	46	+1	†Q38c	–	6.3	–
440	413	Joseph (Leo) £1	420	−5	14.38	–	4.6	–
158	134	King & Shaxson 20p	135	−1	9.25	–	9.1	–
407	321	Kleinwort Benson Grp.	343	−1	14.0	–	5.4	–
317	238	Lloyds £1	289	+1	†13.2	4.6	6.1	4.6
57	45	Lon. Scot. Bank 10p	46	....	†1.8	1.9	5.2	11.8
211	62	MCorp $5	74½	+½	–	–	–	–
448	370	Midland £1	392	+3	†20.1	3.0	6.8	5.3
355	236	Morgan Grenfell £1	293	+6	10.85	–	4.9	–
*315	146	Nat Aust. Bk. A$1	306	+9	Q24.7c	2.1	3.9	12.2
605	522	Nat. West. £1	527	+3	†24.0	5.0	6.1	4.4
£225	£130	Ottoman Bank	£215	....	Q80%	–	3.7	–
111	75	Rea Bros. Group	76	....	‡1.75	–	–	–
*149	94	Rothschild (J.) Hldgs.	141	....	8.0	3.1	7.6	5.6
40	17	Rothwells A$0.50	17	−2	Q13.5c	7.1	30.5	0.4
380	297	Royal Bk. Scotland	340	+6	†12.7	4.3	5.0	6.2
150	120	Scandinavian Bk Units	137	....	18.0	–	7.9	–
£10	850	Schroders £1	930	+5	16.5	–	2.4	–
851	675	Do. £1 N/V	758	−10	16.5	–	–	–
£23⅛	£13⅞	Sec. Pacific $10	£21¼	....	Q$1.80	–	3.0	–
553	407	Standard Chartd. £1	485	−8	35.0	0.9	9.9	(14.7)
117½	96	TSB	97½	−2	faW4.7	3.2	6.6	6.5
150	135	TSB Ch'nel Is'l	149	....	†5.4	2.8	4.4	9.5
595	501	Union Discount £1	531	....	†h28.7	–	7.2	–
355	282	Warburg (S.G.)	284	+1	11.5	–	5.4	–
133	105	Do 6pc A Cnv Prf.	105	−1	6%	–	7.6	–
£38⅛	£23	Wells Fargo $5	£36½	−⅛	Q$2.40	–	3.9	–
*280	125	Westpac $A1	266	+3	†Q23½c	2.6	4.3	8.9
458	443	Wintrust 20p.	453	....	6.95	♦	2.0	♦

Hire Purchase, Leasing, etc.

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
212	155	Anglo Leasing 10p.	182	−2	3.5	5.2	2.6	9.6
*174	150	CLF 50p.	157	....	m1.74	8.5	1.5	8.6
116	104	Do 6¼pc Cv Pf 50p	104	−1	6.25	–	8.0	–
71	54	Cattle's (Hdgs) 10p.	65	....	†2.5	2.1	5.3	12.0
£49½	£30⅝	Cie B cre Fr.100	£38⅞	−⅛	Q10%	–	2.4	–
38	24	Equity & Gen 5p.	36	+½	1.35	2.2	5.2	10.5
369	314	Prov. Financial	318	....	16.0	2.2	6.7	8.9
125	41	Reflex Ins. Ir5p.	120	....	LQ3.8%	♦	1.1	♦
199	140	Woodchester IR20p	159	....	†Q8.65%	5.7	0.9	28.0

BEERS, WINES & SPIRITS

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
443	322	Allied-Lyons	391	+3	13.0	2.3	4.4	11.8
867	738	Bass	740	+2	†19.55	3.9	3.5	9.6
65½	42	Belhaven	50	+1	a1.0	3.4	2.7	14.5
175	127	Boddington	138	+1	3.97	2.8	3.8	12.4
207	145	Buckley's Brewery	160	....	4.32	1.6	2.7	28.6
145	147	Bulmer (H.P.) 15p	154	....	6.5	2.5	5.6	4.6
191	120	Burtonwood Brewery	168	+1	3.16	2.6	2.5	20.7
388	332	Clark (Matthew)	370	....	11.0	3.3	4.0	10.0
371	292	Devenish (J.A.) 5p	315	−2	3.0	4.1	1.3	22.1
265	205	Do 4.5pc Cv 2ndPf	240	−5	4½%	25.3	2.5	–
530	320	Eldridge, Pope "A"	510	−5	†7.75	3.4	2.0	14.2
610	485	Fuller S.T.A.	605	....	6.0	4.9	1.3	20.2
246	176	Greenall Whitley	226	....	†6.0	3.1	3.5	12.1
120	109	Do 5.95pcCvPf£1	110	+1	5.95%	–	6.7	–
494	436	Greene King	443	+1	7.45	3.0	2.2	19.7
357	271	Guinness	309	+5	9.2	3.2	4.0	10.2
113	95	Do 5¼pc Cnv Prf.	97	....	3.75%	25.0	7.9	–
£136	£113	Do 8¼pcCvLn	£116	+2½	Q8¼%	69.0	7.1	–
127	76	Highland Dists 20p	104	....	†2.45	2.6	3.1	16.3
306	168	Invergordon Dists.	285	....	5.75	2.8	2.7	17.5
366	125	Irish Distillers	364	+8	†Q11.6%	1.7	3.0	33.4
*914	487	Macallan-Glenlivet	865	....	g4.42	3.9	0.7	42.1
£14¾	£11¼	Macdonald Martin A	£13⅛	−⅛	†20.0	2.3	2.0	29.1
167	110	Marston Thompson	143	−1	2.9	3.1	2.7	15.7
391	330	Merrydown Wine	375	....	6.0	♦	2.1	♦
683	405	Morland	410	....	†7.9	5.9	1.7	11.6
394	206	Scott & New 20p	334½	+3½	9.14	2.2	3.6	15.8
*721	479	Vaux Group	698	+5	K16.2	2.5	3.1	18.2
317	273	Whitbread 'A'	274	+2	10.55	2.6	5.1	10.0
494	357	Wolv. & Dudley	409	+1	†5.85	4.1	1.9	17.0
530	345	Young Brew 'A' 50p	520	+5	9.2	1.8	2.4	32.1
460	318	Do Non V. 50p.	450	+5	9.3	1.8	2.7	27.7

BUILDING, TIMBER, ROADS

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
409	315	AMEC 50p	333	+1	†13.0	2.7	5.3	9.3
105	101	Do 6½pc Cm Cv Pf	105	....	6½%	–	8.4	–
273	245	Abbey	223	+1	24%	♦	3.5	♦
473	343	Anglia Sec 10p.	396	−2	12.0	11.3	0.7	16.9
54	36	Anglo Utd	43	−1	1.02	14	3.1	20.1
208	90	Arncliffe 10p	158	....	†3.17	4.0	2.7	4.7
119	111	Arthur Shaw 10p	113	....	L3.3	2.8	3.9	12.3
535	340	Ashtead Group 10p	515	−10	4.0	♦	1.0	♦
329	247	Attwoods 5p	271	+1	†6.0	2.5	1.0	15.4
129	118	BBMSS 10p	120	+2	a3.75	2.2	4.2	11.1
310	249	BPB Inds. 50p	264	+2	0.5	1.1	4.3	4.2
320	247	Baggeridge Brick	270	−2	13.25	5.8	1.6	14.4
86	53	Bailey (Ben) 10p	81	....	1.13	4.3	2.0	15.3
185	76	Baldwin 10p	140	−5	2.0	♦	1.9	♦
123	73	Banner Homes 10p	98	−7	L2.6	3.0	3.5	10.4
216	165	Barratt Dev. 10p.	167	+2	†8.93	1.6	7.1	11.3
273	191	Bellway	278	−3	8.0	2.6	4.8	10.6
113	65	Bellwinch 10p.	99	−1	L3.2	3.6	4.8	7.7
384	258	Berkeley Group	282	....	3.5	7.5	1.7	10.3
122	83	Bett Bros 20p	108	....	†1.5	1.3	4.3	25.0
400	320	Blockleys 20p	375	....	6.5	2.8	2.3	20.4
474	408	Blue Circle £1	422½	+10½	15.0	2.4	4.7	10.1
395	167	Breedon	230	−5	6.35	1.2	3.8	30.3
395	275	BG & E4	285	....	3.0	8.0	1.4	10.7
173	110	British Dredging	130	+6	5.0	1.4	5.1	18.1
157	118	Bryant Group	123	+4	K4.9	4.5	5.3	9.9
125	118	Bucknall Austin 1p.	118	....	L3.3	2.1	3.7	12.8
166	112	CALA 5p	148	....	†2.3	4.7	2.0	14.4
144	120	CPH	130	+1	Q24.6%	3.4	4.0	11.4
155	102	Cakebread Robey 'A'	127	−3	3.8	1.5	4.0	21.8
355	258	Caradon 5p	321	....	8.0	3.1	3.3	12.0
159	130	Carron Phoenix 10p	141	....	R3.5	2.7	3.4	13.7
159	97	Church (Charles) 5p.	97	−1	L2.75	3.3	3.8	10.6
167½	148	Colroy 10p	148	....	R4.0	3.4	3.6	8.5
390	195	Conder Group	340	....	3.5	4.3	2.2	11.6
171	112	Copson (F.) 5p.	159	−1	3.0	♦	2.9	♦
336	259	Costain Group	282	+3	4.65	2.3	4.7	11.3
317	203	Countryside Props	258	−2	†1.91	14.0	1.0	9.7
231	178	Crest Nichol 10p	182	+3	†5.7	3.5	4.2	9.1
108	87	Do 5½pc Cv Cm Rd Pf	89	+1	5½%	–	8.2	–
126	73	Crosby (James) 10p	111	+1	2.0	7.1	2.4	7.8
295	229	Douglas (Robt. M.)	276	−2	4.25	♦	2.1	♦
46	36	Dunton Group 5p	37	+1	0.76	♦	2.8	♦
203	120	EBC 50p	166	+1	†7.0	2.5	5.7	9.2
41	25	Edmond Hldgs 10p.	37½	+2	0.8	2.7	2.8	17.2
170	138	Epwin Group 10p.	154	−1	4.8	2.3	4.2	12.6
105	76	Erith	93	....	†3.0	2.5	4.4	12.4
190	125	Eve Group	161	−4	6.0	2.9	5.0	9.2
215	101	Fairbriar 10p	195	−2	K3.4	4.4	2.3	13.1
[illegible]	175	Fed. Housing 5p.	260	−5	†5.0	5.5	2.6	9.3
[illegible]	75	Finlan Group 10p	85	....	4.5	♦	7.1	♦
[illegible]	213	Freeman Group 10p	221	....	u6.75	2.8	4.1	11.7
74	59	Galliford 5p	67	....	†h2.68	1.6	5.3	15.5
263	210	Gibbs & Dandy 10p.	258	−2	2.6	2.9	1.3	33.7
91	68	Do. "A" 10p	71	−2	2.6	2.9	4.9	9.3
565	395	Gleeson (M.J.) 10p.	535	−5	†6.66	7.5	1.7	9.4
265	205	Harrison Inds 10p.	268	+2	6.85	3.1	3.5	12.1
163	100	Hatfield Ests	155	....	R1.5	10.2	1.3	10.1
126	91	Hewden-Stuart 10p.	116	−1	b2.04	4.6	2.3	11.6
£400	£295	Do 10pc '03/08	£380	....	Q10%	–	2.6	–
133	86	Hewetson 10p.	116	....	3.0	2.4	3.4	14.7
119	108	Do 7pc Cm Cv Pf.	113	....	7.0	–	8.3	–
103	75	Hey & Croft 25p	91	....	M2.41	3.6	3.5	10.8
320	259	Heywood Williams	268	+1	†9.5	3.2	4.7	0.9
137	111	Do Cnv. Prf.	115	+2	6.75	–	8.0	–
390	291	Higgs & Hill	347	−3	9.0	3.5	3.5	11.0
90	67	How Group 10p.	82	....	L2.2	3.5	3.6	10.8
69	52	Howard Hldgs. 10p.	59	....	1.3	♦	3.0	♦

BUILDING, TIMBER, ROADS — Contd

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
[illegible]	141	Ibstock Johnsen	169	+3	4.0	3.4	3.2	11.0
63	20	Intnl Amco Cpn	43½	−½	–	–	–	–
[illegible]	105	Jackson Group 10p.	110	....	3.0	3.3	3.6	11.0
[illegible]	86½	Jarvis (J.) 5p	166	+5	1.6	♦	1.3	♦
[illegible]	71	Jennings A$.50	119	−2	Q20%	2.1	4.1	11.7
[illegible]	98	Johnst'ns Pts. 10p.	103	+3	Q4.765	2.3	6.3	9.1
[illegible]	£100	Lafarge Cop. F100	£121½	−1½	Q25%	5.3	1.9	9.8
[illegible]	270	Laing (John)	293	....	7.0	4.8	3.2	8.7
[illegible]	260	Latham (J.) £1	288	−2	9.5	3.4	4.4	9.0
[illegible]	111	Lawrence (W.)	142	....	4.75	3.3	4.5	8.9
[illegible]	140	Do 8.5pc CnvRdPf £1	165	−13	8½%	–	7.3	–
[illegible]	38½	Lilley (F.J.C.) 12½p	49½	+½	–	–	–	15.8
[illegible]	95	Lon. & Clydeside	103	....	d5.7	1.4	7.4	11.7
260	211	Lovell (Y.J.)	211	−2	†5.0	3.7	3.2	11.3
509	369	McAlpine (Alfred)	370	−3	†16.0	3.1	5.8	7.5
497	387	McCarthy & Stone 20p	388	+1	†4.1	8.0	1.4	11.8
320	190	McLaughlin & H.	300	....	8.0	2.6	3.6	14.3
262	196	Magnet	269	+2	6.9	2.7	4.5	10.7
202	147	Manders (Hldg)	198	....	h5.5	2.0	3.7	17.2
173	128	Marley	151½	+3½	†5.0	2.9	4.5	9.4
263	235	Marshalls Halifax	235	....	7.25	2.8	4.1	11.0
103	97	Do. 6½p Cv Cm Red Pf.	97	−1	6.5	–	8.9	–
133	79	Maunders (J.) 20p.	101	+1	‡1.9	4.9	2.5	10.9
429	341	Meyer Int.	392	−3	9.5	4.6	3.2	9.0
228	56	Miller (Stan) 10p.	188	−2	1.25	0.7	0.9	–
438	347	Mowlem (J.)	365	+4	17.25	2.2	6.3	9.6
106	85	NSM 10p.	86	....	–	–	–	–
£16½	£10⅝	Newarthill £1	£16⅛	....	s14.0	3.2	1.0	37.6
186	166	Newman-Tonks	167	....	†7.7	1.8	6.1	12.4
*184	109	Persimmon 10p.	151	+1	M3.0	3.8	2.6	12.2
128	87	Phoenix Timber	97	+2	2.5	3.3	3.4	9.6
765	715	Pochins	765	....	16.0	4.9	2.8	9.7
162	132	Polypipe 10p.	134	....	†h1.55	3.5	1.5	24.9
193	172	Prowting 20p.	182	+1	W4.25	3.5	3.1	12.4
498	423	RMC	449	+4	11.0	3.2	3.3	10.9
111	82	Raine Inds. 10p.	86	−1	†1.4	3.5	2.2	17.8
185	130	Ramus	135	....	6.5	2.4	6.4	7.9
*450	387	Redland	398	+2	15.85	2.4	5.3	9.2
£98¼	£85¼	Redland Cap 7¼pc Cv '02	£85¼	−⅛	Q7¼%	–	8.5	–
128	111	Roskel 10p.	137	−1	u2.7	3.1	3.1	12.2
205	88	Rowlinson 10p.	165	....	0.9	9.1	0.7	20.1
269	125	Ruberoid	251	−1	†4.2	3.0	2.2	17.8
144	111	Rugby Group	124	+7	h4.25	2.6	4.6	11.1
*300	180	Rush & Tompkins	265	−5	12.55	1.9	6.3	8.2
257	216	Sandell Perkins	220	−5	5.4	3.9	3.3	10.5
95	84	Severfield-Reeve 10p.	93	+1	a2.75	2.3	4.0	13.1
310	173	Sharpe & Fisher	288	+6	4.0	3.7	1.9	19.2
161	100	Shorco Grp.	139	−2	L3.65	2.1	3.5	14.1
265	176	Sindall (Wm) 5p.	215	....	3.1	3.8	1.9	17.1
153	111	Smart (J.) 10p.	141	....	†d5.25	1.4	5.0	19.4
*352	278	Steetley	310	+3	g9.25	3.0	4.0	13.0
264	212	Tarmac 50p	216	−1	7.25	3.1	4.5	9.5
422	266	Tay Homes	374	−2	†6.2	5.0	2.2	12.1
585	361	Taylor Woodrow	577½	+10½	†10.5	3.1	2.4	16.4
403	233	Tilbury Group	358	−3	†9.2	3.3	3.5	11.3
362	309	Travis & Arnold	358	....	6.5	3.9	2.5	13.7
189	93	Trent Holdings 10p.	161	−2	‡1.5	♦	1.1	♦
130	105	Tudor 20p	138	....	5.0	2.5	5.1	10.3
340	189	Turriff Corp.	313	....	h8.33	3.0	3.5	10.4
75	43	Tysons (Contr.) 10p.	58	....	–	–	–	–
165	111	Vibroplant 5p.	340	−7	2.5	5.0	2.4	10.7
185	135	Ward Group 5p.	168	−5	4.3	2.9	3.4	13.5
181	121	Ward Hldgs. 10p.	121	....	2.4	7.1	2.7	7.1
		For Warringtons see Property						
320	261	Watts Blake	291	....	6.15	3.4	2.8	13.7
*260	202	Westbury 10p.	283	−1	q5.5	4.7	3.6	7.8
281	151	Wiggins Group	244	−3	6.5	3.1	3.6	11.0
253	143	Wilson Bowden 10p.	216	....	4.2	4.2	2.6	11.7
205	156	Wilson(Connolly)	158	....	h2.0	6.8	1.7	11.6
275	221	Wimpey (Geo.)	235	+6½	6.75	3.3	3.8	9.8

CHEMICALS, PLASTICS

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
£40¾	£25	Akzo Fl.20	£38⅝	+⅛	†Q33%	3.5	4.8	5.9
387	288	Alida Holdings	375	....	†9.25	2.8	3.3	14.5
144	106	Allied Colloids 10p.	138	+1	2.3	3.8	2.6	13.3
65	51	Amer Plastic Tech 1c.	55	−1	LQ2.5c	♦	2.7	♦
679	441	Amersham Intl.	605	+2	10.0	2.9	2.2	19.5
*42	27	Astra Holdings 5p.	28	−½	0.87	♦	4.2	♦
£85¾	£73¼	BASF AG DM50	£82¼	−½	†Q20%	1.7	3.8	14.9
159	130	BTP 10p.	137	....	6.2	1.7	6.0	12.8
£95⅞	£79⅞	Bayer AG DM 50	£92¼	−⅛	†Q20%	2.3	3.4	12.6
193	148	Blagden Inds.	175	+1	F8.2	1.6	6.4	(12.6)
165	118	Brent Chems 10p.	148	+1	5.2	1.9	5.0	12.7
70	51	Cambridge Isotope 1c.	51	....	LQ0.9c	6.2	1.0	13.6
243	169	Canning (W.)	213	−1	5.3	3.5	3.3	10.5
208	165	Chemoxy Intl. 10p.	203	....	5.75	2.6	3.8	11.6
347	285	Coalite Group	328	+4	9.8	2.9	4.1	11.2
358	296	Coates Bros.	321	+3	7.7	3.7	3.2	10.1
211	173	Croda Int. 10p.	194	....	9.0	1.8	6.2	11.7
57	50	Delmar Group	56	....	2.34	2.0	5.6	12.0
118	80	Doefler 10p.	88	−2	3.45	2.6	5.7	9.1
195	147	Ellis & Everard	170	....	C5.6	2.6	4.4	11.6
£12¾	975	Engelhard U.S.$1.00	£10½	....	Q52c	–	3.0	–
34	21	European Colour 5p.	27	....	0.75	1.2	3.7	29.0
192	150	Evode Group	165	−1	†4.44	2.8	3.6	13.4
275	206	Foseco	249	−3	10.6	1.7	5.7	(12.0)
157	70	Gaynor Group 10p.	132	+4	‡2.67	2.7	2.7	17.7
85	68	Granyte S'face 10p.	88	−1	3.0	2.4	3.0	11.2
130	102½	HPC Grp 12½p	126	−2	W3.3	2.7	3.5	14.1
255	226	Halstead (J.) 10p.	230	−1	†6.5	3.4	3.8	10.3
£28⅞	£24½	Hercules Inc.	£26¼	....	Q$1.60	–	3.5	–
251	136	Hickson Intl.	283	+4	†5.63	3.2	3.7	11.1
£90	£78⅝	Hoechst AG DM50	£89¼	−⅛	Q20%	1.9	3.5	–
£368	£280	Do. Fin. 10pcUn.Ln.	£360	....	Q10%	–	2.8	–
£11⅞	947	Imp. Chem. £1	£10⅛	+⅛	†41.0	2.7	5.4	8.2
439	350	Laporte Inds. 50p.	400	+1	12.0	2.3	4.0	12.4
*257	157	Leigh Interests 5p.	194½	−18½	5.65	1.7	3.9	15.3
*197	137	Do 6pc Cv. Red. Prf.	158	−27	6%	–	5.1	–
157	118	MTM 5p.	133	−1	3.0	3.2	3.0	12.9
697	612	Montedison ADR L1000	612	....	4%	2.8	0.3	–
£21¾	£11¾	Novo Inds. 'B' Kr. 20	£20⅝	−⅛	†Q20%	4.7	1.6	13.4
£22⅛	£14⅝	Perstorp AB 'B' Sk10	£20	−1⅛	Q24%	4.9	1.1	18.6
183	130	Plysu	168	−2	2.3	4.3	1.8	17.0
130	88	Porvair 2p.	113	+3	L2.34	3.8	2.8	(9.2)
74	43	Ransom (Wm.) 10p.	56	+2	1.34	♦	3.2	♦
261	198	Rechem Env Servs 2p	251	....	b4.5	2.5	2.4	22.3
212	173	Rentokil 10p.	210	....	†3.28	3.4	2.1	17.5
£171	£111	Schering AG DM50.	£157	+2	Q24%	2.7	2.4	15.3
172	117	Sutcliffe Speakman	137	−4	2.0	3.5	2.3	13.6
75	58	Thurgar Bardex 10p.	60	+1	2.25	2.4	5.0	11.0
78	58	Transrap 10p.	73	....	†2.0	♦	3.7	♦
123	110	Viking Pack. 10p.	113	....	‡3.5	2.0	4.1	15.9
653	500	Wardle Storeys 10p	624	+3	†9.0	3.6	1.9	19.4
56	36	Wentworth 10p.	43	....	1.75	1.9	5.4	11.7
500	270	Wolstenholme Rink.	478	....	‡10.25	3.1	2.9	15.2
275	213	Yorkshire Chems.	223	....	†7.0	3.7	4.2	7.8
143	106	Yule Catto 10p.	119	−2	3.0	2.7	3.4	13.7

DRAPERY AND STORES

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
[illegible]	337	Alexon 10p.	[illegible]	−1	8.0	3.8	3.0	11.7
[illegible]	21	Amber Day 2½p.	[illegible]	+1	–	–	–	–
[illegible]	240	Aquascutum 5p.	[illegible]	+5	3.0	1.8	1.5	48.3
[illegible]	63	Do. 'A' 5p.	[illegible]	+2	3.0	1.8	6.2	11.1
[illegible]	100	Ashley (Laura) 5p.	[illegible]	+2	2.35	2.5	3.1	14.3
[illegible]	253	Asprey	[illegible]	−7	4.75	4.3	2.1	14.5
[illegible]	330	Austin Reed	[illegible]	....	8.5	2.1	3.1	19.8
[illegible]	195	Do 'A' N/V	[illegible]	....	8.5	♦	4.3	♦
[illegible]	116	Automagic 10p.	[illegible]	....	6.5	1.1	7.8	16.0
[illegible]	38	Babygro Hldgs 10p.	[illegible]	....	‡1.24	1.2	8.0	(10.0)
[illegible]	118	Beattie (J.) 'A'	[illegible]	−2	4.0	2.6	3.9	13.3
[illegible]	73	Bedford (Wm) 5p.	[illegible]	+3	4.65	2.3	7.3	7.8
[illegible]	149	Bentalls 10p	[illegible]	+1	3.15	2.3	2.5	23.2
180	73	Bik Bok Gruppen AS	80	....	–	–	–	–
24½	12¾	Blacks Leisure Co 2½p	12¼	−¼	0.1	7.5	1.0	16.2
106	35	Blanchards 10p.	60	+2	a4.5	1.4	♦	8.3
643	230	Body Shop Int 5p.	576	+6	‡h1.5	6.2	0.3	61.7
63	34	Bolton Text. 5p.	58	+13	–	–	–	39.3

ELECTRICALS

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
449	340	AB Electronic	485	....	†12.5	1.9	4.1	16.4
111	74	ABB Kent	75	+1	3.0	1.5	5.3	(15.2)
58	31	AMS Inds 5p.	34	....	1.5	1.5	5.9	14.7
156	144	Acal 5p.	156	+3	L3.5	3.5	3.0	12.4
37	22	Acorn Cmptr 10p.	23	....	–	–	–	–
173	87	Admiral Computing 5p.	135	+1	1.46	5.3	1.4	16.9
145	88	Alba 10p.	125	−1	K4.35	2.2	4.6	12.8
*321	209	Alphameric 5p.	258	....	3.5	5.0	1.8	12.6
234½	113	Amstrad 5p.	283	+½	†0.7	25.5	0.5	10.5
362	240	Appl'd H'graphics 5p.	280	....	–	–	–	–
335	238	Do Warrants	266	−5	–	–	–	–
126	73	Apricot Comp 10p.	115	+1	2.0	4.3	2.3	13.3
89	40	Arcolectric 'A' N/V 5p	73	....	0.88	28.1	1.6	2.4
170	100	Arlen 20p.	100	....	3.0	4.0	4.0	8.1
£36¼	£26½	ASEA AB. 'A' Sk.50	£31½	+¼	Q16%	2.3	2.3	18.5
£36	£26½	Do 'B' Sk.50	£31⅞	+¼	Q16%	2.3	2.3	18.7
505	337	Atlantic Computr 10p	493	....	‡7.0	4.1	1.9	13.9
144	77	Audio Fidelity 10p.	121	+2	0.5	33.1	0.6	9.4
*280	215½	Auto'ted Sec. 10p.	245	....	†2.16	7.8	1.2	13.7
377	302	BICC 50p.	334	+4	13.0	1.9	5.2	12.8
104	62	BSR Intl 10p.	65	+1	†Q3.0	2.3	4.8	(8.5)
66	35	Beacon Group 10p.	46	....	a4.0	–	12.7	–
45	32	Bean't & F'tale 5p.	36	....	0.7	2.8	2.6	18.4
£14⅞	937	Black & Decker $0.50	£12⅛	−⅛	Q40c	–	1.9	–
208	133	Blick 5p.	192	−2	†4.2	3.1	2.9	14.0
122	85	Borland Intl Inc.	98	+1	Q2c	2.0	1.2	41.7
192	145	Bowthorpe 10p.	151	+6	3.29	3.7	2.9	11.6
218	173	Britannia Sec. 10p.	173	....	†1.8	5.2	1.4	16.7
260	193	British Telecom	228	+1	9.5	2.4	5.6	9.7
27	13	Bulgin 'A' 5p.	18	−1	0.2	0.8	1.5	10.9
306	192	CAP 10p.	298	+2	2.16	5.9	1.0	22.8
129	53	CASE Group 20p.	125	....	‡K2.25	♦	2.4	♦
131	106	CML Microsystems 5p	138	....	1.4	6.4	1.4	15.5
94	53	CPU Computers 5p.	68	....	–	–	–	17.5
396	312	Cable & Wire's 50p.	365	+6	6.65	2.4	2.4	19.3
262	193	Cambridge Elec.	234	+4	†8.5	2.4	4.9	11.5
67	32	Cambridge Instrument 5p	57	+1	0.77	3.2	1.8	18.7
67	47	Chloride Grp.	54	....	2.0	2.4	4.9	(9.6)
6	4	Chrono's Consortium	5	+1	Q3c	4.5	4.6	4.8
23	10	Citer 10p	13½	−½	–	–	–	–
170	113	Circaprint 10p.	125	....	1.92	8.0	2.0	8.2
*58	37½	Compsoft Hldgs. 5p	46	−2	–	–	–	–
210	160	Cont'l. Microwave	170	....	†2.8	4.5	2.2	13.5
*198	170	Control Tech 10p.	172	....	‡Q3.75	2.3	2.9	20.8
85	68	Cranbrook Elect 5p.	68	....	†0.5	2.9	1.0	44.2
243	200	CrayEl'tronic 10p.	222	+4	3.31	♦	2.0	♦
183	142	Crystalate 5p.	152	....	5.85	3.2	5.1	7.2
83	50	DDT Group 5p.	81	+2	1.2	♦	2.0	♦
114	75	Dale Elect. 10p.	103	−2	4.25	♦	5.5	♦
67	40	Densitron Intl. 5p.	66	....	1.8	1.8	3.6	17.7
178	100	Denmans Elect.	178	....	4.05	4.0	3.2	10.4
59	38	Dewhurst 'A' 10p.	51	....	†1.41	3.9	3.7	9.1
348	278	Domino Print Sci. 5p	300	−3	†2.9	6.5	1.3	13.0
64	53	Dowding & M. 10p.	54	....	‡1.75	2.5	4.3	13.3
425	375	Dreck Hldgs 5p.	388	+5	†5.2	5.1	1.8	14.5
220	137	Dubilier Ins 5p.	200	....	‡a3.48	2.7	2.3	21.1
115	35	Ealing Electro 5p.	105	....	‡1.5	1.5	1.9	43.4
221	176	Elect'comps 10p.	184	+2	4.37	3.4	3.2	12.5
152	105	Electron House 10p	140	−2	4.5	♦	4.3	♦
128	99	Elec. Data Proc. 5p	111	....	2.1	5.2	2.5	9.4
92	65	Electronic Machine	72	....	0.9	1.4	1.7	56.6
478	367	Emess	458	+4	†8.0	2.9	2.4	16.7
120	107	Do. 6.25pc Pref. 5p.	112	−2	6.25	–	7.4	–
£24¼	£14⅛	Ericsson (L.M.) SK50.	£24⅛	−⅛	‡Q16%	2.0	3.4	15.0
403	267	Eurotherm Int. 10p.	349	+3	†6.0	4.1	2.2	13.7
25	16	F & H Group 10p.	17	....	–	–	–	–
143	113	FKI Babcock 10p.	117	+2	2.35	3.6	2.7	10.3
179	138	Farnell Elec. 5p.	142	+4	3.5	3.7	3.3	10.8
81	46	Feedback 10p.	46	....	2.5	1.3	5.1	20.1
98	76½	Ferranti Int'l Sign. 10p	88	+½	2.33	3.3	3.5	11.2
365	250	First Technology 10p	360	....	C5.0	3.5	1.9	20.8
45	31	Fletcher Dennys 5p.	41	....	‡1.7	–	5.5	–
195	171	Forward Group 5p.	185	....	2.8	4.1	2.0	16.1
69	50	Forward Tech.	56	−1	1.0	4.9	2.4	9.1
851	485	Fujitsu Y50	763	+24	Q16%	1.2	–	–
168	143	GEC 5p.	152½	+1½	6.5	2.5	5.7	9.0
62	38½	Gardiner Group 5p.	56	....	b0.75	♦	2.1	♦
290	238	Goring Kerr 10p.	270	....	†13.5	1.8	6.7	10.4
314	192	Harland Simon 10p.	387	+2	2.4	♦	1.0	♦
85	[illegible]	[illegible] Hand £1. 20p.	[illegible]	....	2.3	2.4	5.3	9.6
144	[illegible]	[illegible] Protect. $0.01	[illegible]	+2	Q3.1	5.6	1.9	9.2
406	[illegible]	[illegible] Group 5p.	[illegible]	+3	‡2.1	5.7	0.7	30.3

ENGINEERING—Contd

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
292	219	Desoutter Bros.	254	−2	9.1	2.9	4.9	9.4
69	35	Downiebrae 10p.	44	....	–	–	–	88.1
*61½	43	Eadie	46	+1	g1.5	1.5	4.4	21.1
277	170	Edbro	273	−2	9.0	2.5	4.4	11.2
102	70	Elliott (B.)	96	....	3.3	2.7	4.6	(12.2)
71	55	Fife Indmar	64	....	3.5	0.7	7.2	28.9
95	53	Firth (G.M.) 10p.	70	....	1.9	4.0	3.6	9.1
56	39	Folkes n/v 5p.	49	....	1.6	2.7	4.4	9.9
144	112	GEI Intl. 20p.	126	....	5.85	1.6	6.2	13.3
344	278	GKN £1	312	+6	†14.5	2.2	6.2	8.9
164	128	Garton Eng. 10p.	157	....	3.0	2.2	4.6	11.1
325	281	Glynwed Int.	285	+5	†h8.0	2.8	3.8	11.1
115	60	Habit Precision 5p.	68	....	2.3	2.2	5.1	9.7
156	89	Haden Mac. 20p.	158	−1	2.5	1.6	2.2	36.0
420	250	Hall Eng. 50p.	368	−5	12.0	2.2	4.4	11.2
164	111	Hall (Matthew)	129	+1	5.38	2.2	5.6	9.8
*79	53	Hampson Inds. 5p.	67	+2	d1.65	4.2	3.3	9.6
543	440	Hawker Siddeley	505	+3	19.0	2.2	5.0	10.9
115	98	Heath (Samuel) 10p.	115	....	4.3	♦	5.2	♦
265	133	Hill & Smith	248	....	‡h3.98	3.2	2.2	17.6
33	32	Hobson 5p.	32	....	a0.5	5.4	2.1	11.8
137	88	Hopkinsons	98	+1	3.35	1.5	4.6	(15.8)
*138	78	Howden Group	111	+6	C3.85	♦	4.7	♦
213	176	IMI	188	+8	7.0	2.5	3.0	9.9
44½	36	Johnson & Firth 10p	40½	+1	†1.5	2.1	4.9	10.5
148	98	Jones & Shipman	101	....	4.15	1.0	5.5	23.1
275	204	Laird Group	238	+3	7.7	2.5	4.3	10.3
146	76	Lee (Arthur) 12½p.	100	....	†3.2	3.3	4.0	10.2
138	116	Linread	135	−1	3.75	3.0	3.7	11.6
41	35	Locker (T) 5p.	36	....	1.43	1.8	5.3	13.9
34	29	Do. 'A' 5p.	30	....	1.43	1.8	6.4	11.6
*132	110	MI Hldgs 5p.	119	....	2.3	3.4	2.6	12.3
133	63	MS Interni 10p.	109	+2	3.3	3.4	4.0	9.4
269	184	Manganese Bronze	247	+2	4.5	3.5	2.4	15.6
360	287	McKechnie	303½	−½	†11.5	2.8	5.1	12.0
116	90½	Meggitt 5p.	91	−½	2.25	3.6	3.4	10.5
93	67	Metalrax 5p.	84	....	b2.73	2.5	4.3	12.1
251	225	Molins	232	....	9.6	2.0	5.5	10.9
101	[illegible]	[illegible] Ashby 10p.	84	+1	13.38	♦	5.2	♦
62	[illegible]	[illegible]	58	....	1.0	♦	2.7	♦
209	[illegible]	[illegible]ell (James)	185	....	8.0	3.2	5.8	5.8
133	[illegible]	[illegible] Trans. 5p.	153	....	‡3.5	2.7	3.1	16.2
132	[illegible]	[illegible] Intl 10p	92	....	3.5	♦	5.1	♦
25½	[illegible]	[illegible] (Bee) 5p.	19½	−½	0.6	♦	4.1	♦
338	[illegible]	[illegible] Sims	327	+4	7.2	3.0	2.9	15.2
155	[illegible]	[illegible] (G.B.)	146	....	1.25	1.4	1.2	42.8
67	[illegible]	[illegible]	64½	....	1.5	1.8	3.1	19.9
128	[illegible]	[illegible] Group 10p.	102	−3	–	–	–	–
75	[illegible]	[illegible] Westgarth 10p	63	....	1.0	2.7	2.1	22.6
475	[illegible]	[illegible]son (Thos.)	382½	+½	†8.0	4.6	2.8	9.4
147½	[illegible]	[illegible]-Royce 20p.	128	+1	5.25	2.9	5.5	6.9
204	[illegible]	[illegible] 10p.	145	....	7.1	1.7	5.9	13.1
£31¼	[illegible]	[illegible]F AB SK50	£27¼	....	Q24%	2.6	4.2	9.2
[illegible]	[illegible]	[illegible]e Gordon 10p.	44	....	1.6	♦	4.8	♦
[illegible]	[illegible]	[illegible]or Eng'g 10p.	53	....	2.2	2.2	5.5	9.3
[illegible]	[illegible]	[illegible] Eng'g	265	+4	†11.5	1.8	5.9	11.0
[illegible]	[illegible]	[illegible] Group	194	....	5.78	0.8	7.3	21.7
[illegible]	[illegible]	[illegible]rax-Sarco	188	....	6.4	2.2	4.5	11.3
[illegible]	[illegible]	[illegible] Inds.	165	....	5.7	2.5	4.6	11.2
[illegible]	[illegible]	[illegible]ACE	188	−7	K11.0	2.3	8.1	7.4
[illegible]	[illegible]	[illegible] Group	343	+5	†10.0	2.5	3.9	12.1
[illegible]	[illegible]	[illegible]elfos 20p.	165	....	†5.0	1.3	4.0	24.8
[illegible]	[illegible]	[illegible]es Hldgs 10p.	182	−3	7.0	2.0	3.1	12.5
[illegible]	[illegible]	Thornton (G.W.) 5p	188	−2	‡3.75	3.3	2.8	14.4
[illegible]	[illegible]	[illegible] Dm10.	949	−14	Q10%	1.2	3.3	25.8
[illegible]	[illegible]	Triplex Lloyd	178	−2	4.5	2.7	3.4	11.9
[illegible]	[illegible]	[illegible] (W.A.) 10p.	133	−2	K3.4	–	4.0	–
[illegible]	[illegible]	[illegible] Industries 10p.	47	−1	†2.4	2.6	6.8	7.4
[illegible]	[illegible]	[illegible] Consortium £1	488	+6	10.0	♦	3.3	♦
[illegible]	[illegible]	[illegible]erson Intl 10p.	21½	....	0.33	3.5	2.0	15.0
[illegible]	[illegible]	[illegible] 50p.	162	+1½	6.7	2.1	5.5	10.2
[illegible]	[illegible]	[illegible]tic	258	....	‡W7.5	2.2	4.0	11.4
[illegible]	[illegible]	[illegible] Thornycroft	188	+1	‡7.5	2.4	5.3	10.1
[illegible]	[illegible]	[illegible] A. Hldgs 10p.	32	....	1.2	2.9	5.0	10.6
[illegible]	[illegible]	[illegible]agon Industr'l	299	....	12.0	2.3	5.4	10.8
[illegible]	[illegible]	[illegible]eir Group	226	+1	‡4.5	3.7	2.7	12.2
[illegible]	[illegible]	[illegible]ellman 5p.	36	....	B–	–	–	♦
[illegible]	[illegible]	Westland 2½p.	102	....	3.5	2.4	4.6	12.0
[illegible]	[illegible]	[illegible]	96	+1	‡1.0	–	1.4	–
[illegible]	65	[illegible]way 25p.	75	....	†1.63	3.1	2.9	14.4
[illegible]	85	Wood (S.W.) 20p.	140	....	2.0	♦	1.9	♦

FOOD, GROCERIES, ETC

High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
[illegible]	[illegible]	[illegible]DA Group	145½	−½	4.1	Q3.1	3.8	11.5
[illegible]	[illegible]	[illegible] & Hatch's 50p.	345	....	‡8.5	2.9	3.1	14.7
[illegible]	[illegible]	[illegible]pine Group 10p.	34	....	–	–	–	–
14½	7½	[illegible] Dist 1p.	14½	....	–	–	–	–
[illegible]	[illegible]	[illegible] Food Grp 20p	144	−2	4.29	2.7	3.9	11.5
[illegible]	[illegible]	[illegible] Hldgs. 10p	138	+1	3.0	1.7	2.9	(23.8)
[illegible]	[illegible]	[illegible] Group	171½	+1½	5.3	Q2.1	4.1	14.7
[illegible]	[illegible]	[illegible] Brit. Foods 5p.	299	+1	8.3	3.4	3.7	9.9
[illegible]	[illegible]	[illegible] Fisheries	161	−2	5.0	2.9	4.1	8.9
[illegible]	[illegible]	BSN Fr 100	£441	+3½	‡Q85%	3.7	1.7	15.7
[illegible]	[illegible]	[illegible] (Sidney C.)	195	....	7.0	♦	4.8	♦
[illegible]	[illegible]	[illegible] & Dbns 10p.	138	+½	h5.0	3.2	4.8	11.2
[illegible]	[illegible]	[illegible] (A.G.)	683	....	13.0	4.4	2.5	12.0
281	195	Bassett Foods	278	−1	7.8	2.4	3.9	14.4
110	88	Batleys 10p.	98	....	2.4	2.9	3.3	14.1
195	151	Bejam 10p.	153	+½	‡4.75	2.6	4.1	12.5
103	67	Benson's Crisps 10p.	[illegible]	....	0.5	10.2	0.8	16.9
401	274	Berisford (S. & W.)	384	−21½	†14.0	1.5	4.8	18.1
43	23	Bio-Isolates 10p.	33	....	–	–	–	–
*409	348	Booker	374	+1	16.0	2.6	5.7	13.9
74	42	Borthwicks 10p.	55	−2	0.5	–	1.2	–
237	163	Brake Bros 10p.	221	....	2.7	4.1	1.6	19.9
21	10	Brewmaker 1p.	13	−½	♦	–	–	8.9
429	231	Cadbury Schweppes	352½	+2½	‡8.0	2.2	3.0	17.8
257	188	Carr's Milling	242	−1	7.25	3.1	4.0	9.1
105	92	Chambers & Fargus	94	....	2.75	3.9	3.9	8.7
507	470	Clifford's Dairies	500	....	8.8	2.3	2.3	24.8
235	176	Do. "A" N-V.	230	−1	8.8	2.3	5.1	11.4
120	80	Cranswick Mill 10p	85	....	5.55	1.2	8.7	11.3
88	55	Cullen's Hldgs 10p	70	....	–	–	–	–
49	21	Dairy Farm Intl 25c.	34½	−½	Q2.5	9.5	0.5	21.4
100	77	Dalepak Foods 5p.	93	....	2.7	♦	3.9	♦
368	272	Dalgety £1	327	+2	14.0	1.8	5.7	12.0
117	75	Daniels (S.) 5p.	75	....	3.25	1.5	5.8	15.9
212	169	Dee Corp 5p.	171½	+2	8.5	g1.7	6.6	11.3
82	39	England (J.) 5p.	61	+1	–	–	–	–
196	178	Everest Foods 10p.	185	....	R5.5	3.0	4.0	11.4
131	70	FII-Fyffes Ir5p.	118	+2	‡Q8.7%	5.2	1.3	20.8
149	92	Fisher (A.) 5p.	108	+1	h2.25	3.1	3.0	20.3
300	254	Fitch Lovell 20p.	265	....	12.0	1.7	6.0	12.7
200	161	Food Inds	185	....	‡Q1.7%	2.9	2.4	17.5
160	90	Frederick Foods 5p.	160	....	‡2.8	2.5	2.4	23.4
298	217	Geest 5p.	259	−1	4.0	3.1	2.1	20.4
95	68	Global Grp. 10p.	78	....	3.0	2.0	5.1	12.8
135	70	[illegible]	112	+5	Q9.75c	3.2	4.3	9.1
437	370	Greggs 20p.	433	−2	17.5	3.2	2.3	18.0
260	214	Hazlewood 10p.	214	....	2.6	4.8	1.6	16.4
307	257	Hillsdown Hldgs 10p	261½	+2½	4.75	3.8	2.4	12.2
111	75	Hughes Food 5p.	82	....	1.5	♦	2.5	♦
*198	158	Hunter Saphir	175	−1	4.05	2.7	3.1	15.5
373	285	Iceland Frozen 10p.	342	+1	4.35	3.7	1.7	19.9
27¼	21	Israel (Jack L.) 4p.	23¼	....	0.6	1.9	3.4	20.6
266	203	Jacob (W.&R.)	243	....	Q3.7%	3.0	2.7	13.0
£33½	£25¼	[illegible] Inc. $1.00	£33¼	....	Q$2.04	–	3.6	–
370	[illegible]	[illegible]wik Save 10p.	337	....	†6.8	3.1	2.8	15.7
120	[illegible]	[illegible] (John J.) 10p.	115	....	1.88	3.3	2.2	18.4
661	[illegible]	[illegible] (Wm.) 20p.	618	....	†15.0	3.2	3.2	12.3
93	[illegible]	[illegible] Cash & Carry	78	−2	3.8	1.7	6.5	10.8
98	73½	[illegible]thews (B.)	73½	−1½	3.75	4.1	3.2	10.3
333	[illegible]	[illegible] Trade Sup.	293	....	3.7	♦	1.7	♦
269	[illegible]	[illegible]rris'n (W.) 10p.	257	+1	2.0	8.3	1.0	15.4
104	[illegible]	[illegible] 5¼pc Cm Rd Cv Pf.	95	−1	5.25%	–	7.8	–
265	[illegible]	[illegible]chols (Vimto)	250	....	†7.75	2.5	4.2	12.9
295	[illegible]	[illegible]orish	258	....	Q7.6%	2.6	5.4	10.2
65	[illegible]	[illegible] Group 10p.	57	....	2.2	2.1	5.1	12.2
314	[illegible]	[illegible] Foods	264	−3	10.0	2.4	5.1	10.6
118	[illegible]	[illegible] Fds. 5p.	108	−2	2.9	2.3	2.5	17.8

HOTELS AND CATERERS

ENGINEERING

INDUSTRIALS (Miscel.)

INDUSTRIALS (Miscel.)—Contd

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
197	142	Barry Wehmi'er 5p.	171	−1	14.0	2.8	3.1	11.1
£14¾	£10⅛	Baxter Int'l Inc. US$1	£12⅛	....	Q50c	–	2.4	–
48	25½	Baynes (Charles) 10p	28	+1	–	–	–	–
11	7	Bear Brand 5p.	7½	+½	–	–	–	–
6	3	Do. Wrrnts.	3	....	–	–	–	–
385	220	Beatson Clark	343	−1	‡8.5	1.0	3.1	44.5
275	135	Beaverco 5p.	245	....	5.7	2.7	3.1	13.1
207	159½	Bezzer 10p.	164	+4	†5.37	3.2	4.4	8.7
497	440	Beecham	463½	+5½	16.3	1.9	4.1	15.2
68	30	Beelox 10p.	64	+14	0.85	–	2.1	–
56	42	Benson Group 10p.	49	....	0.5	3.9	1.4	24.7
307	170	Berpak 10p.	297	+2	5.0	3.1	2.2	19.0
74	39	Bestwood 5p.	38	....	–	–	–	–
220	159	Bibby (J.) 50p.	159	....	8.5	2.4	7.1	7.8
119	92	Billston & B'sea 10p	115	−2	4.2	2.2	4.9	12.3
185	116	Billam (J.) 10p.	184	....	4.0	–	3.5	–
31	16	Biomechanics 5p.	21	−1	–	–	–	–
138	88	Black Arrow 20p.	112	....	2.75	♦	3.3	♦
156	131	Black (P.) Hldgs.	148	−2	h1.38	6.5	1.2	16.6
126	85	Blue Arrow 5p.	91	+½	†0.9	5.5	1.2	20.4
337	263	Bluebird Toys 10p.	273	....	6.21	3.8	3.0	10.8
280	226	Bodycote Intnl.	254	....	5.0	4.2	2.6	12.0
47	30	Bogod Pel. 'A' 10p.	40	−5	0.64	4.7	2.1	13.3
		For Bonded Laminates see BLP Group						
[illegible]	[illegible]	[illegible] (Henry) 50p.	390	....	14.5	1.6	5.1	20.7
[illegible]	[illegible]	[illegible]	283	+2	8.8	2.1	5.8	11.2
[illegible]	[illegible]	[illegible] Inds £1	487	+5	12.5	2.5	4.1	13.6
[illegible]	[illegible]	[illegible] 20p.	243	....	12.5	1.6	6.9	15.7
[illegible]	[illegible]	[illegible] Group 10p.	45	....	0.4	3.6	1.2	23.6
[illegible]	[illegible]	[illegible]	151	+3	6.0	1.4	5.3	18.3
[illegible]	[illegible]	[illegible] 20p.	245	+2	7.0	1.0	3.8	21.6
[illegible]	[illegible]	[illegible] Ins NZ$0.5	53	....	Q20%	♦	7.5	♦
[illegible]	[illegible]	[illegible] Aerospace 50p.	481	+1	18.7	2.1	5.2	13.1
[illegible]	[illegible]	[illegible] Airways	249	+3	6.9	2.4	6.2	6.7
[illegible]	[illegible]	[illegible] Bloodstock	205	−3	8.8	0.5	5.7	29.5
[illegible]	[illegible]	[illegible] Fittings 20p.	264	−2	h4.5	3.0	3.8	11.0
[illegible]	[illegible]	[illegible] Isl. A'ays 10p	99	+1	d2.0	3.2	2.7	13.4
[illegible]	[illegible]	[illegible] Syphon 20p.	123	+1	4.5	4.1	4.9	11.0
247	196	British Vita	224	+5	‡4.58	3.3	2.7	13.4
407	254	B. H. Prop. $A1	381	+2	Q32c	1.9	4.2	12.8
140	112	Brooks Service	138	−5	4.2	2.5	4.3	11.6
195	161	Brown & Tawse	181	−2	8.0	2.1	3.9	10.8
51	28	Bullers	39	+1	2.0	0.5	6.9	(64.9)
191	133	Burndene 5p.	166	−2	‡5.5	3.6	4.4	8.3
106	90	CCA Publications 10p.	94	....	3.0	0.7	4.2	23.7
257	127	CCF 5p.	135	....	†3.0	6.8	3.0	6.5
156	123	CH Industls 10p.	134	+1	3.75	♦	3.7	♦
233	117	CSR A$1	218	....	Q20c	1.6	4.7	13.4
*218	138	C'bell & Armstrng 5p.	218	−2	q4.5	3.3	2.9	12.7
327	236	Cannon St Invs 20p.	300	+2	6.0	3.1	2.7	13.6
60	36	Caparo Inds 1p.	53½	....	s0.75	–	1.9	–
158	123	Do. 8½pc Cv Pf. 20p.	143	....	8½%	–	8.2	–
170	121	Do. 8pc Cv Pf 20p.	136	−15	8%	–	8.2	–
158	128	Cape Industries	139	+1	5.5	2.1	5.5	10.5
340	275	Do. 8.4pc Cm Cv Pf.	325	....	8.4%	–	3.4	–
155	143	Carbo 5p.	150	....	4.6	2.7	4.1	10.2
68	40	Cathay Pacific	61½	+1	†Q28c	2.6	3.4	11.2
59	21	Celestion 20p.	31	−2	d1.0	–	4.3	–
11	5½	Cent. Sherwood 1p.	7½	+½	B–	–	–	–
74	43	Centreway Ind 10p.	45	+2	2.5	1.6	7.4	(9.6)
171	118	Chamb'lan Ph. 10p.	147	−3	5.5	2.1	5.0	12.3
416	293	Charter Cons 2p.	334	−1	14.5	2.3	5.8	9.5
26½	13	Charterhall 5p.	21	+½	1.0	♦	6.7	♦
12	5	Charter House 50c.	8	....	–	–	–	–
154	[illegible]	Chartergate Grp. 5p	244	....	m2.0	8.7	1.9	16.4
140	114	[illegible] HK$5.	117	+3	Q72c	3.3	4.7	6.5
589	414	[illegible] (W.) 10p.	589	....	13.0	3.3	3.4	11.2
166	[illegible]	[illegible]	146	+2	a2.4	3.6	2.2	15.2
100	[illegible]	[illegible] Elct. 5p.	55	....	1.4	♦	3.4	♦
35	[illegible]	[illegible] Inc. $0.01	29	−1	–	–	–	–
242	[illegible]	[illegible] 10p.	186	+2	6.6	2.5	4.7	10.8
111	[illegible]	[illegible] of Designers 5p.	83	−2	†1.3	2.8	4.8	9.9
215	[illegible]	[illegible] People 5p.	395	+3	3.6	3.7	2.5	15.9
118	[illegible]	[illegible] Station'y 10p.	104	+1	3.0	1.6	3.8	22.1
291	[illegible]	[illegible] 50p.	242	+5	h6.0	3.5	3.3	9.6
165	[illegible]	[illegible] (Alan) 10p.	160	....	†4.75	2.5	4.0	13.1
148	[illegible]	[illegible] 5p.	126	+1	2.0	4.1	2.1	15.4
81	[illegible]	[illegible] Beach 10p.	63	+1	0.5	9.0	1.1	11.1
283	[illegible]	[illegible]	268	....	‡4.5	2.4	3.6	14.8
238	[illegible]	[illegible] Page 50p.	218	....	†6.0	3.1	3.8	11.2
62	[illegible]	[illegible] de Grt. 10p.	46	+3	1.5	–	4.3	–
*573	[illegible]	[illegible] (J.)	513	....	Q71.9%	♦	2.9	♦
*429	[illegible]	[illegible] Labs 20p	400	+5	‡5.4	4.5	1.8	13.9
118	[illegible]	[illegible] Hldgs. 10p.	82	+2	0.75	6.1	1.2	14.9
310	[illegible]	[illegible]PLE 5p.	300	....	‡12.18	3.9	0.9	32.5
*116	[illegible]	[illegible] 10p.	64	....	0.75	–	1.6	♦

INDUSTRIALS (Miscel.)—Contd.

1988 High	Low	Stock	Price	+ or −	Div Net	C'vr	Y'ld Gr's	P/E
[illegible]	255	[illegible]-Swift 5p.	303	−2	10.0	2.5	4.4	10.2
[illegible]	£80	OCE 9pc Cnv 1987-92	£182½	....	Q9%	–	8.8	–
[illegible]	332	Oakwood Grp.	493	....	‡g1.0	–	0.3	–
[illegible]	105	Office & Elect.	135	−3	–	–	–	–
[illegible]	29	Omnitech 1p.	38	....	–	–	–	–
[illegible]	105	Optical & Med. 5p.	138	....	4.6	♦	4.8	♦
[illegible]	15	Optometrics $0.01	28	....	–	–	–	36.6
[illegible]	177	Oriflame	390	....	a6.8	1.6	4.9	13.5
[illegible]	122	PCT Grp 10p.	122	....	4.0	1.5	4.4	(8.5)
[illegible]	85	Pacer Sys. $0.01	85	....	Q5.5c	4.1	3.8	6.3
[illegible]	136	Pacific Dunlop $0.5	283	....	‡Q13½c	2.0	3.8	12.8
[illegible]	215	Pacific Sales 10p.	240	−4	a2.0	4.8	1.1	18.6
[illegible]	49	Page (Michael) Grp 2p.	44	....	W1.3	3.2	3.5	11.9
855	615	Parker Knoll 'A'	800	....	†18.0	3.4	3.0	13.2
383	294	Parkfield Group 2p.	294	....	7.0	3.2	3.2	12.7
26	20	Pathfinders Grp. 5p	21	....	0.29	3.8	1.9	18.0
14	5¼	Pavion Intl	8¼	....	–	–	–	♦
£64½	£52½	Do 11pc CnLn '94-02	£60½	....	Q11%	–	18.2	–
798	648	Pearson	714	+9	†15.0	3.3	2.8	13.2
141	103	Pentland 10p.	114	+4	†0.64	21.2	0.7	8.4
127	90	Pergamon Prf 2½p.	99	−3	4.0	1.6	5.4	15.8
115	80	Do. 2½pc Cv Ln 1988	100	....	Q6.3%	–	6.3	–
440	305	Photo-Me 5p.	420	−10	†1.6	10.5	0.5	22.9
251	193	Pilkington 50p.	199	+2½	8.4	2.8	3.6	7.1
135	88	Do. Warrants	90	+2	–	–	–	–
16	8	Platignum 5p.	8	....	–	–	–	–
145	47	Platon Int.	103	....	‡3.59	3.2	♦	7.6
263	185	Plumb Hldgs. 5p.	259	....	4.25	3.4	2.2	17.7
37	25	Polymark 10p.	29	....	–	–	–	2.5
170	96	Do. CnPfA 80p.	130	....	10%	–	10.3	–
300	225	Portals	263	+1	9.1	2.6	4.6	10.6
91	61	Porter Chadburn 5p.	80	....	1.05	3.6	1.8	20.4
404	320	Powell Duffryn 50p.	389	....	18.5	1.4	6.3	13.6
285	215	Proudfoot	242	....	14.5	2.1	2.5	19.0
138	86	RCO 10p.	126	−4	h4.38	2.3	4.6	12.5
113	78	RKF Group 10p.	100	+1	†2.23	2.4	3.0	18.8
188	148	Radiant Metal	150	−2	3.0	♦	2.5	♦
32	22	Ramco Oil Servs. 10p.	25	....	–	–	–	–
749	552	Rank Org.	652	−3	†21.75	2.3	4.4	10.7
[illegible]	311	Ransom-Rapids FM10	465	....	Q10%	1.3	2.9	25.7
[illegible]	770	Reckitt & Colman	893	....	21.7	2.7	3.2	13.3
[illegible]	55	Record Hldgs 5p.	81	+3	†2.0	3.9	3.3	9.7
[illegible]	440	Redfearn	460	−1	9.5	4.2	2.8	9.2
[illegible]	165	Reed Exec. 2p.	293	....	2.0	6.2	1.2	15.4
[illegible]	103	Reliance Sec Grp 5p	122	−1	4.75	2.3	5.2	11.2
[illegible]	166	Relyon	240	....	†4.9	3.8	2.7	13.0
[illegible]	295	Renwick Group	295	−25	–	–	–	8.6
[illegible]	439	Reuters 'B' 10p.	474	+2	†7.3	4.0	2.1	16.1
[illegible]	98	Rexmore	67	....	1.8	3.8	3.6	9.7
[illegible]	106	Ricardo	106	−2	3.25	0.9	4.1	38.0
[illegible]	83	Robertson Grp. 10p.	124	−1	3.3	2.4	3.5	14.7
[illegible]	39	Rock	41½	....	–	–	–	–
[illegible]	55	Rockware	85	....	1.49	3.5	3.6	8.7
103	69	Rockwood 10p.	80	....	†0.4	11.5	0.7	16.5
181	165	Rolfe & Nolan 10p.	165	−1	4.0	3.1	3.2	13.4
145	105	Ropner	130	−1	7.0	1.3	7.2	14.0
142	102	Do. 'A'	130	−1	7.0	1.3	7.2	14.0
103	91	Rural Planning 3p.	98	....	L1.6	3.0	2.2	20.2
77	55	Russell (A.) 10p.	70	+2	1.94	1.6	3.7	22.0
142	88	Ryan Intl 20p.	121	−1	4.0	3.3	4.4	8.2
181	97	SAC Intl 10p.	98	+1	K4.0	3.2	5.4	8.9
46	27	S.E.P. Ind. Hldgs. 5p	31	−2	m0.3	–	1.3	9.9
68	32	SI Group 5p.	33	+1	–	–	–	–
£51⅞	£36½	St. Gobain FFr100	£45¼	−⅛	Q8%	3.6	1.6	17.1
234	199	Sale Tilney	202	....	10.0	1.8	6.6	10.5
150	132	Sanders & Sdey 5p.	140	....	6.0	1.8	5.7	13.0
236	168	Savage	168	....	‡h2.25	3.5	1.8	21.4
263	206	Scapa Group	244	+2	7.68	2.7	4.2	9.8
£20¾	£15½	Schlumberger $0.01	£19⅛	−⅛	Q$1.20	–	3.6	–
180	142	Scott Robertson	165	....	4.0	3.3	3.2	13.2
203	150	Scot. Heritable Tst.	185	....	3.0	1.7	3.6	20.5
455	261	Securicor Group	400	+2	†1.18	7.5	0.4	45.5
433	210	Do. 'A' N-V	385	−3	†1.18	7.5	0.4	43.8
222	163	Securiguard Grp 5p.	200	....	†5.0	2.8	3.3	14.4
217	158	Security Archives 20p.	188	−3	14.0	2.2	3.0	18.7
407	205	Security Services	344	+3	†2.27	4.2	0.8	38.1
*217	118	Select Appointments 5p.	174	+1	g2.5	3.9	1.9	18.8
242	290	Serco Group 2p.	330	+2	‡7.0	3.1	3.9	10.9
940	710	Shanks & McEwan 50p	840	−5	15.5	2.3	2.5	22.9
205	150	Sharp & Law 10p.	162	−13	3.0	3.0	2.5	16.4
206	165	Do. 8½pc Cv Pfr.	185	−5	8½%	–	6.2	–
87	72	Sheldon Jones	72	....	4.65	1.3	8.3	11.6
149	99	Shiloh	200	+1	b2.25	7.0	3.0	6.3
		For Shoraplan see Chestergate Group						
153	102	Sidlaw Group	139	....	‡5.5	2.7	5.3	9.5
396	300	Siebe	364	+1½	8.78	♦	3.2	♦
165	113	Silentnight 10p.	158	....	5.25	2.1	4.5	14.0
495	325	Sinclair (Wm.)	458	−5	‡h5.67	3.7	1.7	23.9
402	343	Sketchley	380	....	19.0	1.5	6.7	13.9
131	108½	Smith & Neph 10p.	112½	+2½	‡3.4	2.1	4.1	13.4
£32½	£25¼	SmithKline Beckman	£26¾	−⅛	Q$1.84	–	3.7	–
277	220	Smiths Inds. 25p.	231	+4	†6.5	2.1	3.8	12.9
105	70	Somic	95	....	3.0	4.2	4.2	8.3
1015	915	Sotheby's Hldgs Inc Class A	915	....	wQ25c	1.2	1.2	10.9
359	247	Stdn Bus Grp 10p.	335	....	‡d4.6	3.7	1.7	15.8
375	285	Spandex 10p.	378	....	‡3.6	3.5	1.3	19.7
251	210	Spear (J.W.)	251	....	6.0	0.7	3.2	44.1
21½	11¼	Spong Hldgs 5p.	11¼	−⅛	0.4	1.7	4.5	22.8
221	165	Spring Ram 10p.	182	−1	d0.55	15.7	0.4	15.7
155	100	Stag Furniture	145	....	6.0	1.8	5.5	12.6
128	68	Stainless Metal	88	....	4.5	0.3	6.8	–
246	168	Star-Plas 5p.	233	−3	†2.25	5.0	1.3	20.7
170	143	Sterling Inds. 2½p.	162	....	3.4	♦	2.8	♦
308	225	Stocklake	248	....	12.0	♦	6.5	♦
81	31	Stonehill Hlds.	66	+1	B–	–	–	–
15¼	9¾	Stormgard 10p.	13¾	+¼	–	–	–	–
218	135	Suter 5p.	172	....	5.0	3.4	3.9	9.0
£13¼	755	Swedish Match AB 'B' SK10	£12¾	....	‡Q32½%	3.3	2.4	12.6
147	106	Swire Pac A 60c.	126	....	Q60c	♦	3.7	♦
45	24	Sycamore Hldgs.	33	+1	–	–	–	–
135	115	Sykes-Pickavant 10p.	133	....	L5.25	1.9	5.3	12.6
330	290	Syltone	305	....	11.5	2.2	5.0	11.7
186	123	T.I.P. Europe	161	−4	R4.2	2.3	3.5	(13.6)
200	164	T&N	171	+1	8.5	2.1	6.6	7.4
278	216	TT Group	222	−2	M6.0	3.0	3.6	25.0
34	22	Talbex 5p.	23½	+¼	–	–	–	–
96	80	Taunt (John) 10p.	86	+1	L3.3	2.0	5.1	11.6
235	170	Task Force 5p.	184	−4	†2.9	3.9	2.1	16.3
225	213	Tech Proj. Srv. 10p.	213	....	4.0	3.8	2.5	13.9
350	268	Third Mile Inv.	305	....	3.3	3.5	1.4	24.3
108	72	Thomson T-Line 5p.	72	....	1.6	♦	3.0	♦
234	148	TNT A$0.50	212	+3	Q15c	2.5	3.4	11.7
112	80	Tinsley (Eliza) 5p.	90	−2	3.95	2.3	5.4	10.5
91	79	Titon 10p.	88	....	a2.35	2.7	3.6	13.9
259	211	Tomkins 5p.	224	+1½	4.5	♦	2.8	♦
150	110	Do 5.6pc CnCvRd Prf.	112	−1	5.6%	–	6.7	–
*390	245	Toothill (R.W.)	390	....	8.99	2.6	3.1	16.4
*235	162	Toye	225	....	6.0	2.1	3.6	18.0
347½	292	Trafalgar Hse. 20p.	305	+4	†14.5	1.7	6.3	(10.7)
250	205	Transport Dev.	215	+1	†8.5	2.4	5.3	9.9
178	75	Triangle Trust 20p.	103	....	1.0	♦	1.3	♦
150	45	Tribble Harris $0.01	48	....	aQ4.8c	2.1	5.9	7.9
100	86	Triefus	99	....	3.0	2.0	4.2	(13.2)
34½	17	Tubular Exhib. 5p.	28½	....	–	–	–	–
*213	175	UDO Hldgs 10p.	208	....	†8.8	6.2	1.2	18.7
73	28	URS Intl. $0.07	28	....	L4.25c	♦	9.2	♦
179	42	Unigroup 15p.	32	−2	–	–	–	–
515	433	Unilever 5p.	441	+5	12.09	2.7	3.7	11.0
£46	£27½	Unilever NV Fl4	£30⅛	−⅛	Q90.5%	7.5	3.3	19.1
69	41	Unilock 20p.	41	....	2.2	1.4	7.2	11.9
28½	20	Utd Guarantee 5p.	20	−1	–	–	–	–
200	140	Vinten Grp. 20p.	168	....	4.0	2.7	3.2	15.2
75	58	WSP Hldgs. 5p.	71	....	L1.4	3.2	2.6	15.7
208	155	Wade Potts. 10p.	162	+4	‡4.35	3.4	3.6	10.9
128	92	Walker Greenbank	105	+1	2.25	3.9	2.9	11.7
185	153	Warner Howard Grp 5p.	180	....	3.0	3.1	2.2	18.9
£32⅛	£25¼	Wartsila AB FM40	£26⅛	−⅛	Q13%	4.8	4.1	5.1
116	61	Waterford Glass 5p.	94	+2	Q57.6%	–	2.6	–
181	130	Waterman Part'ship 10p.	165	+2	R4.5	3.0	3.6	12.3
559	368	Wellcome	488	+1	‡2.81	3.5	0.8	40.8
33	21	Welpac 7p.	23	+2	0.55	3.5	3.2	9.6
44	20	West Industries 5p.	35	+3	1.0	1.2	3.8	27.9

INSURANCES

LEISURE

هكذا من الأصل

هكذا من الأصل

LONDON SHARE SERVICE

LEISURE—Contd

MOTORS, AIRCRAFT TRADES

Commercial Vehicles

Components

Garages and Distributors

NEWSPAPERS, PUBLISHERS

PAPER, PRINTING, ADVERTISING

SHOES AND LEATHER

PAPER, PRINTING, ADVERTISING — Contd

PROPERTY

TOBACCOS

TEXTILES

TEXTILES—Contd

TRUSTS, FINANCE, LAND

Investment Trusts

TRUSTS, FINANCE, LAND—Contd

Finance, Land, etc

OIL AND GAS

OIL AND GAS—Contd

OVERSEAS TRADERS

PLANTATIONS

Rubbers, Palm Oil

Teas

MINES

Central Rand

Eastern Rand

Far West Rand

Diamond and Platinum

Central African

Finance

Australians

O.F.S.

MINES—Contd

Tins

Miscellaneous

THIRD MARKET

NOTES

Stock Exchange dealing classifications are indicated to the right of security names: ◇ Alpha, β Beta, γ Gamma.

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis, earnings per share being computed on profit after taxation and unrelieved ACT where applicable; bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of offsettable ACT. Yields are based on middle prices, are gross, adjusted to ACT of 25 per cent and allow for value of declared distribution and rights.

‡ "Tap Stock"
* Highs and lows marked thus have been adjusted to allow for rights issues for cash
† Interim since increased or resumed
‡ Interim since reduced, passed or deferred
‡ Tax-free to non-residents on application
* Figures or report awaited
Not officially UK listed; dealings permitted under rule 535(4)(a)
‡ USM; not listed on Stock Exchange and company not subjected to same degree of regulation as listed securities.
‡ Dealt in under Rule 535(3).
‡ Price at time of suspension
‡ Indicated dividend after pending scrip and/or rights issue; cover relates to previous dividend or forecast.
‡ Merger bid or reorganisation in progress
‡ Not comparable
‡ Same interim; reduced final and/or reduced earnings indicated
‡ Forecast dividend; cover on earnings updated by latest interim statement.
‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
‡ Cover does not allow for shares which may also rank for dividend at a future date. No P/E usually provided.
‡ No par value

B.Fr. Belgian Francs. Fr. French Francs 65 Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock. a Annualised dividend. b Figures based on prospectus or other official estimates. c Cents. d Dividend rate paid or payable on part of capital. cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending q Earnings based on preliminary figures. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast, or estimated annualised dividend rate, cover based on previous year's earnings. v Subject to local tax. x Dividend cover in excess of 100 times. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Minimum tender price. F Dividend and yield based on prospectus or other official estimates for 1988-89. G Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1989. K Dividend and yield based on prospectus or other official estimates for 1987-88. L Estimated annualised dividend, cover and P/E based on latest annual earnings. M Dividend and yield based on prospectus or other official estimates for 1988. N Dividend and yield based on prospectus or other official estimates for 1987. P Figures based on prospectus or other official estimates for 1987. Q Gross. R Forecast annualised dividend, cover and p/e based on prospectus or other official estimates. T Figures assumed. W Pro forma figures. Z Dividend total to date. ‡ Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

REGIONAL & IRISH STOCKS

The following is a selection of Regional and Irish stocks, the latter being quoted in Irish currency.

Albany Inv 20p	70		
Craig & Rose £1	690	Arnotts	365
Finlay Pkg. 5p	88	Carrol Inds	154
Hoft (Jos) 25p	£12½	Grafton Grp	127
IRISH		Hall (R. & H.)	158
Nat. 9% % 84/89	£100	Heiton Hldgs	52
9pc Cap Ln. 1996	£99½	Irish Ropes	163m
Fin. 13% 97/02	£119	For Unidare see Electricals	

TRADITIONAL OPTIONS

3-month call rates

Industrials	p		
Allied-Lyons	35	NEI	10
Amstrad	16	Nat West Bk	52
BAT	36	P & O Dfd	52
BOC Grp	36	Plessey	16
BSR	8	Polly Peck	10
GTR	22	Racal Elect	32
Barclays	32	RHM	30
Beecham	42	Rank Org Ord	64
Blue Circle	38	Reed Intnl	36
Boots	19	STC	24
Bowaters	35	Sears	11
Brit Aerospace	36	TI	28
Brit. Telecom	22	TSB	9
Burton Ord	21	Tesco	14
Cadbury	32	Thorn EMI	60
Charter Cons	38	Trust Houses	21
Comm Union	34	T&N	17
Courtaulds	36	Unilever	42
FKI Babcock	12	Vickers	14
FNFC	23	Wellcome	45
Gen Accident	85	**Property**	
GEC	13	Brit. Land	30
Glaxo	85	Land Securities	52
Grand Met	43	MEPC	52
GUS 'A'	95	Peachey	50
Guardian	85	**Oils**	
G&N	28	Brit. Gas	15
Hanson	12	Brit Petroleum	24
Hawker Sidd	48	Burmah Oil	50
ICI	72	Charterhall	3
Jaguar	26	LASMO	40
Ladbroke	38	Premier	7½
Legal & Gen	25	Shell	95
Lex Service	33	Ultramar	26
Lloyds Bank	26	**Mines**	
Lucas Inds	50	Cons Gold	95
Marks & Spencer	17	Lonrho	20
Midland Bk	37	RTZ	35
Morgan Crucible	30		

A selection of Options traded is given on the London Stock Exchange Report Page

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £940 per annum for each security.

FINANCIAL TIMES
Weekend September 3/September 4 1988

Barclays recovers triple A rating

By David Lascelles, Banking Editor

BARCLAYS BANK, the UK clearer, has returned to the exclusive ranks of banks with the world's top credit rating.

Standard and Poor's, one of the US's two leading credit rating agencies, announced yesterday it was restoring its triple A rating to bonds issued by Barclays in the US debt markets.

Barclays lost the rating in 1984 after it was forced to make a £540m provision for taxes imposed by that year's Budget.

Moody's, the other main rating agency, had never altered Barclays' rating, keeping it at triple A.

S & P also announced yesterday that it was upgrading Midland Bank to AA- from A.

Midland suffered successive downgradings after 1984 because of its problems with Crocker National Bank, its ill-fated Californian acquisition.

A Midland Bank spokesman said the upgrading recognised Midland's balance sheet restructuring and increased capital strength.

The agency is also upgrading other forms of securities and paper issued by Barclays and Midland.

Mr John Quinton, the chairman of Barclays, said last night that the upgrading was "a very welcome recognition of the group's return to full strength both in our capital base and our profit performance."

Over the last year, Barclays has taken important steps to fortify its financial condition by making large provisions against its Third World loans and raising almost £1bn of new capital.

Last month, it reported interim pre-tax profits of £618m compared with a loss of £40m in the first half of 1987.

Midland's fortunes have also recovered since it made a £665m loss in the first half of last year.

By selling marginal businesses, raising fresh capital and setting aside provisions against doubtful loans, it is now showing rising profitability and capital strength.

Very few banks have triple A credit ratings from both Standard & Poor's and Moody's.

They include National Westminster Bank of the UK, Deutsche Bank of West Germany and the big three Swiss banks.

None of the leading US or Japanese banks has the top rating. Lloyds Bank, the other large UK clearer, has never sought a rating since it has not issued bonds on the US markets.

Aside from the prestige that comes with it, a triple A rating is supposed to make it easier and cheaper for banks to raise funds in the markets, although bankers say this advantage is often exaggerated.

South Africa withdraws Group Areas legislation

By Jim Jones in Johannesburg

SOUTH AFRICA yesterday withdrew its contentious Group Areas Amendment Bill in response to pressure from coloured parliamentarians. The move was seen as a political defeat for the Government.

The change of heart fuelled speculation that President P.W. Botha might call a referendum on the issue.

The legislation, which could have led to the eviction of tens of thousands of blacks living in white areas, had been boycotted by the Coloured and Indian houses of the tri-cameral parliament.

The Government appeared willing until Thursday to risk a constitutional crisis as it bent parliamentary rules to force the bill through the legislative process. Group Areas legislation can only be changed by majorities in each of the the parliament's three houses.

There were three days of negotiations between the Reverend Allan Hendrickse, leader of the Labour Party in the Coloured house, and Mr Chris Heunis, the constitutional planning minister.

The ruling National Party eventually agreed to return the legislation – and proposals to increase penalties for illegal squatting – to a multi-party standing committee for reworking. The amended bill will be debated at a special joint sitting of the three houses on September 26. It was not clear whether the Government was prepared to consider radical changes to the legislation.

The immediate reason for the climb-down was that unrelated bills were being blocked by the Labour Party's refusal to debate any legislation. The Reverend Hendrickse agreed his party would dispose of the other bills yesterday.

A statement from Mr Heunis and Mr Hendrickse said: "This agreement does not imply that the (Coloured) House of Representatives will necessarily accept any or all of these bills. It does however indicate that parliament will function in terms of its normal procedures."

A more fundamental reason was government concern about the impact of the dispute on non-white voters in the October municipal elections. The Government needs a comparatively high percentage of the poll to underscore the legitimacy of its constitutional model.

If the Group Areas bill, designed to reverse and limit the flow of black South Africans into white suburbs, had been forced through it could have undermined the National Party's line that participation in the elections would allow black opinion to be represented at all levels of government.

The Labour Party remains opposed to the new bill and wants the Group Areas legislation removed from the statute books. That is a political hot potato for President Botha, who is under pressure to restore hard-line apartheid.

Post Office agrees to talks as industrial action continues

By Michael Smith, Labour Staff

POST OFFICE managers yesterday invited union leaders to the first meeting for more than a fortnight, in an attempt to resolve the dispute which led to this week's industrial action by postal workers.

Last night more than 15,000 staff were still on strike in protest against the Post Office's use of casual labour to help ease the backlog of mail created by a 24-hour national stoppage on Wednesday.

The number of main centres affected by the dispute over casuals spread from 10 to 12, with Rochdale and Chester added to the list. In Liverpool, where virtually all city centre sorting and delivery services were paralysed, union leaders said the strike there looked indefinite.

The Post Office stressed last night that any talks would be exploratory – "to see whether it is possible to agree to a framework to allow negotiations to take place."

This followed a plea on Thursday by Mr Alan Tuffin, general secretary of the Union of Communication Workers, which asked for "talks without conditions" on the dispute over supplementary payments for new staff in areas of difficult recruitment. He wants the Post Office to drop its insistence that any new payments formula includes scope for regional earnings variations.

Last night the UCW was still considering its response to the Post Office's offer of talks.

In a letter to Mr Tuffin, Mr Bryan Roberts, personnel director of Royal Mail Letters, said it was important that they met face-to-face, "not least because, in spite of your claim to have suspended further industrial action, a number of offices are still on strike."

Royal Mail Letters, which has borne the brunt of the effects of the strike and subsequent action, estimated that about 125,000 of its 140,000 staff were back at work yesterday.

Apart from Liverpool, areas with many staff on strike included the West End of London, Manchester, Coventry, Hull, Swansea, Cardiff and Manchester. Workers in Doncaster, Basildon, Southend, Warrington and Warwick returned to work yesterday.

The Post Office says it has taken on an extra 500 staff nationally to clear the backlog. The union claims that in many cases this breaks agreed limits and its executive has declared each of the local strikes to be official.

Ian Hamilton Fazey writes: Mr Peter Rigby, managing director of Merseyside Chamber of Commerce, last night called for the Post Office to postpone Monday's increases in postal charges, when prices are due to rise by 1p to 19p for first-class letters and 14p for second-class. He said that with few, if any, services operating in the north-west, the least the Post Office could do would be to defer the increases until services were back to normal.

High-definition TV

Continued from Page 1

generation of televisions and video recorders.

The battle between the European and the Japanese high-definition standard will enter a new phase in Brighton, Sussex, later this month when the European contender for a world high-definition standard will be demonstrated for the first time.

The demonstration – at the International Broadcasting Convention, which opens on September 23 – follows work by more than 500 European engineers who have contributed to 10 linked research projects costing about £35m to date.

Thorn EMI's Mr Rodney Young, a member of the directorate of the project, said: "The pictures are quite exciting. This is the only route that we believe is immediately viable for introducing HDTV."

Mr Young would like to see an experimental service introduced in time for the 1992 Olympics in Spain.

Brighton will be the scene for a duel between the Eureka and Japanese systems.

Sony Broadcast has organised an "alternative" demonstration of the Japanese high-definition production system, which is already being used at the University of Sussex in the making of films and television programmes.

The International Radio Consultative Committee, an advisory body, is due to decide on a world high-definition standard at its plenary session in 1990.

Dukakis recalls campaign manager

By Lionel Barber in Washington

GOVERNOR Michael Dukakis yesterday sought to revive his troubled presidential campaign by recalling Mr John Sasso who resigned in disgrace as campaign manager last year.

Mr Sasso stepped down after he admitted leaking a videotape to reporters that helped drive Senator Joe Biden of Delaware out of the Democratic presidential race.

His recall to the Democratic campaign, while risky, is a clear sign that that attacks by Vice President George Bush, the Republican presidential candidate, on Mr Dukakis as a liberal soft on crime and national security, have drawn blood. Bush aides described Mr Sasso's return as "an act of desperation."

The latest polls indicate a neck-and-neck race. Mr Bush has erased Mr Dukakis's 17-point summer lead and the Democratic nominee is barely ahead in his home state of Massachusetts just as Labor Day on Monday marks the traditional start of the presidential election campaign.

Mr Dukakis, acknowledging that his presidential bid has stalled recently, announced the return of Mr Sasso as campaign vice chairman at a news conference in San Jose, California. "This week represents a real turning point in the campaign," he said.

Mr Sasso, who engineered Mr Dukakis's successful campaign to recapture the governorship in 1982, is counted as the governor's closest confidant as well as a skilled political operator with national experience.

He ran Ms Geraldine Ferraro's Democratic vice presidential campaign in 1984.

Last September, Mr Dukakis said Mr Sasso would have no further part in his presidential campaign after his top aide admitted circulating a videotape of Senator Biden plagiarising remarks by Mr Neil Kinnock, the Labour Party leader.

Mr Sasso's swift withdrawal allowed Mr Dukakis to proclaim he was running a positive campaign but it deprived his staff of the services of a man described as a "savvy, street-fighter."

The appointment of Ms Susan Estrich, a Harvard Law School professor, as campaign chairman failed to make up for the loss.

Ms Estrich will continue in her post, while Mr Sasso will rejoin the campaign as vice chairman with special responsibility for preparing Mr Dukakis's television advertising and TV debates with Mr Bush, both crucial to the outcome of the November election.

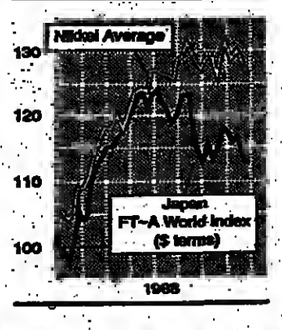
"Almost a year ago, John Sasso made a very serious mistake. He's paid the price. A year ago is a very long time," Mr Dukakis said.

THE LEX COLUMN

A world of worries for equities

Most of the world may have been on holiday in August, but it did not prevent the world's equity markets turning in one of their worst performances for a long time. Trading volume has sunk to abysmal levels: twice in the last month the Tokyo market has suffered its biggest daily fall this year; and share prices on both sides of the Atlantic have been testing the bottom end of their recent ranges. Yesterday's rally helped repair some of the damage, but the FTSE-100 has still fallen by 7 per cent in under a month. The fall on Wall Street has been only marginally less, and the repeated failure of the Tokyo market to break into new high ground is making the technicians worried that its period of dramatic outperformance may be about to end.

FT Index rose 14.3 to 1,405.9



The gradual return of confidence which had characterised world markets in the early summer has evaporated, being replaced once again by concerns about rising interest rates, economic overheating and accelerating inflation. There are plenty of excuses for the current pessimism. Almost all of the recent US economic data have painted a picture of an economy growing too fast for comfort, and the surprising strength of the dollar threatens to delay the long overdue improvement in the US trade deficit. Meanwhile, if the weakness of the yen continues much longer, the Japanese authorities will be forced to raise their discount rate.

That sort of background is not good for equities. There is always a danger that in their anti-inflationary zeal, the world's central banks will be forced to tighten monetary policy to such an extent that they will ruin the chances of a soft landing and push the world into a recession. This would destroy all those forecasts of double-digit corporate profit growth continuing into next year.

Whether it will happen depends very much on whether the world's central banks have already done enough to curb excessive demand. However, there are grounds for believing that the equity markets may be becoming over-pessimistic about the outcome. Yesterday's US employment figures – the first hard evidence on the strength of the US economy in August – suggest that the economic slowdown may be under way at last. If so, then the Fed's recent tightening may have been sufficient. Although there are worries about the acceleration of US wage increases, the recent softening of commodity prices and the remarkable stability of the price of gold indicate that inflationary pressures remain subdued.

If that is correct, two of the main concerns of the global equity markets may be overdone. Nevertheless, there is always a risk that the foreign exchange markets could send another unwanted shock to the financial markets. Over the next few weeks, investors should be prepared to keep an even closer eye on sterling, the yen and the dollar than on stock market indices themselves.

Irish Distillers

Pernod-Ricard's unprofessional shilly-shallying over Irish Distillers may not be the best way to conduct a bid, but GrandMet's complaint that a false market has been created in the shares is surely stretching a point. So far, the market seems to have responded sensibly to the available information, and the rise yesterday to 1430p seems reasonable in anticipation of further excitement.

Meanwhile, GrandMet's own conduct shows more of the masterly gamesmanship that it used to get maximum profit out of its fight for Martell. Yesterday's highly unusual announcement that it planned to outbid any offer by Pernod looked like a warning to FII Fyffes not to throw in its stake with the French. The threat must greatly complicate the talks between Irish Distillers and Pernod, which otherwise seemed headed towards for an agreed deal at 1450p with Fyffes committed to sell its shares.

In effect, GrandMet is telling Pernod that it can only have Irish Distillers if it pays a silly price. Not only could GrandMet probably justify paying a higher price than Pernod because of the overlap with some of its own Irish operations; it has also recently proved itself a good judge of value. Against such a challenge, Pernod might prefer to make a low offer and be beaten. Unless, that is, it fears a hostile approach from GrandMet itself, in which case an astronomically dear acquisition might serve as a handy deterrent.

Mountleigh

Buying assets of £304m for almost exactly half that price is the sort of deal which made Tony Clegg's reputation in the stock market. But when the same assets are found to be worth only £195m not even a year later, the market can be forgiven for wondering why the deal was ever thought to merit 8 per cent on the share price. In the 11 months since Mountleigh announced it was buying the loss-making Spanish retailer Galerias Preciados for £159m, the share price has obviously lost that 8 per cent and much, much more – 40 per cent of its value relative to the market. Most of that was the crash, but profits disappointments have done their bit to put the shares on a 42 per cent discount to net asset value.

While the decline in Galerias' net worth revealed in the annual report can scarcely have come as a surprise – Mountleigh is writing down everything in sight to prepare the retailing operation for a separate public listing – its sheer magnitude revives all the old questions about the logic of the move. Mountleigh says the business will return to profit in the current year, and it will then be able to do something with the assets which were Galerias' main attraction. But with the shares on this kind of a discount, one must begin to wonder whether some other company might not like to try its hand.

Barclays Bank

The revelation that Barclays has leapfrogged the likes of J.P. Morgan and Citicorp, and regained its place among the handful of global banks which boast a triple A credit rating, will mean far more to the bank's management than shareholders. A prospective multiple of under 5 and yield of well over 7 per cent are hardly triple A, and it is to be hoped that the bank will work as hard at improving its stock market rating as it has done on its credit rating.

Chief price changes yesterday

FRANKFURT (Dm)

Rises			
Karstadt	427	+	19.9
RWE Ord.	229	+	3
Man Ord	198	+	2.5
Kaufhof	355	+	4
Deut Bab	173.7	+	1.7
Falls			
Henkel	450.5	-	2.5

PARIS (Frs)

Rises			
Printemps	550	+	26
Carnaud	447	+	17
Gale Lafay	994	+	36
Perrier	958	+	33
Lafarge	772	+	22
Falls			
Telemech.	4131	-	279

NEW YORK ($) at 12.30

Rises			
Am Express	28⅞	+	1
Citicorp	23½	+	⅛
Lucel	46½	+	⅝
Gould	29½	+	¼
IBM	112¼	+	2
Texas Air	11½	+	⅜

TOKYO (Yen)

Rises			
Arabian Oil	6400	+	1000
Mitsubishi Oil	1390	+	200
Sumitomo Hvy	825	+	90
Falls			
Kansai Kisen	500	-	44
Gajoen Kanko	920	-	60
Akebono Brake	720	-	45

LONDON (Pence)

Rises			
Barclays	397	+	6
Barker (Ch.)	160	+	5
Berisford (S&W)	388½	+	21½
Blue Circle	422½	+	10½
Cons Gold Flds.	£10	+	¼
Enterprise Oil	453	+	18
Irish Dist.	366	+	6
Jacks (Wm.)	88	+	5
LASMO	394	+	12
Nurdin Peacock	178	+	8
Taylor Woodrow	577½	+	10½
Virgin Grp.	127	+	5
Western Motor	562	+	18
Falls			
PWS Hldgs.	130	–	18
RHM	375	–	12
Standard Chart.	485	–	6
WPP Grp.	567	–	10

WORLDWIDE WEATHER

		Y'day midday °C	°F			Y'day midday °C	°F			Y'day midday °C	°F			Y'day midday °C	°F
Ajaccio	S	26	79	Dallas †	F	13	77	Madeira	S	29	77	Prague	R	14	57
Algiers	S	32	90	Dublin	F	14	57	Madrid	S	24	75	Reykjavik	F	11	52
Amsterdam	R	13	55	Dubrovnik	S	28	82	Majorca	S	29	84	Rhodes	S	31	88
Athens	S	30	86	Edinburgh	R	15	59	Malaga	S	30	86	Rio d'Janeiro	–	–	–
Bahrain	S	36	97	Faro	S	27	81	Malta	S	34	93	Rome	F	28	82
Barcelona	S	28	82	Florence	C	19	66	Manchester	R	11	52	Salzburg	R	13	55
Belfast	F	13	55	Frankfurt	R	15	60	Melbourne	C	13	55	S'Francisco †	C	13	55
Belgrade	C	29	84	Geneva	R	13	55	Mexico City	–	–	–	Santiago	–	–	–
Berlin	R	17	63	Gibraltar	F	24	75	Miami †	F	27	81	Seoul	F	27	81
Biarritz	C	17	63	Glasgow	R	13	55	Milan	F	23	73	Singapore	R	24	75
Birmingham	C	16	47	Guernsey	S	15	59	Montreal †	F	17	63	Stockholm	C	18	64
Blackpool	R	13	55	Helsinki	C	17	63	Moscow	C	20	67	Strasbourg	F	19	66
Bombay	F	30	86	Hong Kong	F	30	86	Munich	R	12	54	Sydney	F	20	68
Bordeaux	F	19	66	Innsbruck	R	11	52	Nairobi	C	23	73	Tangier	C	22	72
Boulogne	C	17	63	Inverness	F	18	64	Naples	F	29	84	Tel Aviv	S	31	88
Bristol	F	15	59	Isle of Man	C	14	57	Nassau	–	–	–	Tenerife	F	25	75
Brussels	R	14	57	Istanbul	S	28	82	Newcastle	C	16	61	Tokyo	C	27	81
Buenos Aires	–	–	–	Jersey	F	16	61	New Delhi	S	34	93	Toronto †	F	14	57
Budapest	S	25	77	Johannesburg	C	8	46	New York †	S	20	68	Tunis	S	37	99
Cairo	S	35	95	Las Palmas	F	25	77	Nice	S	27	81	Valencia	F	30	86
Cape Town	S	18	64	Leeds	R	12	54	Nicosia	S	31	88	Venice	S	19	66
Cardiff	R	13	59	Lisbon	C	22	72	Oporto	S	19	66	Vienna	C	21	70
Chicago †	F	16	61	Locarno	S	20	68	Oslo	R	15	59	Warsaw	F	23	73
Cologne	F	19	66	London	C	16	61	Paris	F	16	61	Washington †	S	19	66
Copenhagen	C	17	63	Los Angeles †	F	18	64	Peking	T	28	82	Wellington	R	7	45
Corfu	S	31	88	Luxembourg	F	15	59	Perth	–	–	–	Zurich	F	15	59

C – Cloudy Dr – Drizzle F – Fair Fg – Fog H – Hail R – Rain S – Sunny Sl – Sleet Sn – Snow T – Thunder.
† from GMT temperature

GrandMet may raise Irish whiskey bid

By Lisa Wood

ANY BID for Irish Distillers by Pernod-Ricard, the French drinks group, will be met by an increased offer from Grand Metropolitan, the UK drinks group said yesterday.

Irish Distillers, the sole producer of Irish whiskey, is fighting a hostile IE253m (£211m) bid by GrandMet, and has been locked in negotiations all week with Pernod-Ricard, which has been tipped as a possible white knight.

Pernod-Ricard, which holds a 5 per cent stake in Irish Distillers, is expected to announce whether it will bid early next week.

The French group, which has been examining options with Irish Distillers for about three weeks, is understood to be keen not to get into a protracted fight for the Jameson and Bushmills whiskey distiller.

Over the past few days it has been trying to secure support for its bid not only from the Irish Distillers board but also from other main shareholders.

The biggest single shareholder is FII Fyffes, the Dublin fruit and vegetable merchant whose 20.4 per cent was committed to a previous bid for Irish Distillers by a consortium which included GrandMet.

The other members of the consortium were Allied-Lyons and Guinness. Their combined bid was blocked by the European Commission, and GrandMet decided to proceed alone. The commission said FII Fyffes should be free to accept any increased bid.

Pernod-Ricard is believed to have explored the option of asking FII Fyffes to accept any bid it might make, thus gambling on GrandMet not making a higher offer.

FII Fyffes would thus stand to gain more than by accepting the current offer by GrandMet of IE4 per share.

GrandMet's announcement that any Pernod-Ricard bid would be met by an increase in its offer could block such a strategy. Nobody was available for comment at FII Fyffes last night.

GrandMet, which holds a 6.5 per cent stake in Irish Distillers, declined to say what sort of ceiling it would put on any higher offer. "Obviously, there is a price, like with Martell, above which we would not proceed," Mr Allen Sheppard, chairman, said.

Irish Distillers said GrandMet was admitting it had not offered enough to the whiskey group's shareholders.

Stock markets rise

Continued from Page 1

port the pound if necessary.

However, many City analysts believe further rises in base rates will be needed

The Treasury said the reserves, which provide a pointer to the scale of intervention on foreign exchanges, increased by $813m last month. Of this, US and Canadian dollar receipts for the payment of the second installment by purchasers of British Petroleum amounted to $485m.

After taking into account repayment of foreign currency borrowing, the underlying change in August was a rise of $827m.

The pound closed in London at DM3.1300 against DM3.1350 at the previous close and at $1.6835 compared with $1.6735. The Bank of England's sterling index ended 0.3 lower at 75.2.

KGB gets Glasnost bug

Continued from Page 1

nomic and military interests of the Soviet Union had been damaged."

A further 50 spies masquerading as diplomats and journalists had been unmasked and expelled; listening equipment hidden in two vast containers under the sea off Sakhalin Island, capable of eavesdropping on telecommunications cables, had been discovered; 200 bugs had been found in Soviet embassies and missions abroad, and a further 100 in the UN mission in New York and the new Soviet Embassy in Washington; and no less than 6,000 "provocative acts" perpetrated on Soviet citizens abroad

Mr Chebrikov said these services were "trying to take advantage of developments in scientific-technical collaboration and in trade links between the Soviet Union and capitalist countries – not just to get information but to halt these very links."

Weekend FT

Section II Weekend September 3/4, 1988

Thatcher's merchant princes

***Paul Cheeseright** looks at the property developers who have been able to double or triple their money*

DON AND ROY RICHARDSON are wealthy, probably very wealthy. Only they and the Inland Revenue would know the figures. They own large chunks of Dudley, in the Midlands. They have had lunch at 10 Downing Street. They own a shopping centre which is worth around £200m and they have not borrowed any money to create it.

They were born in a nine-bob-a-week house by a steelworks. They have worked all their lives together. They cut their property teeth in Stoke-on-Trent not on Chelsea flat conversions. They are Midlands people. They do not have designer offices. They have large cars but they do not quite fit the popular mould of the City-slicker commercial property developer.

Nor does John Whittaker. He likes to play the simple man from the North West - "Having a low profile people tend to under-estimate you. Have a high profile and they over-estimate you. I go in with a Mini Minor rather than a Rolls-Royce." In spite of his Marks and Spencer suits and Union flags on his tie and his belief that Britain "is a tax haven as good as any", he is a tax exile in the Isle of Man. What he gains, the family wants to hold.

Whittaker and the Richardsons have private companies where they keep most of their wealth and public companies where you can see some of it – Regentcrest or the Richardsons and Peel Holdings for Whittaker. They are members of the new generation of property tycoons, those who have made fortunes on the back of the current commercial property boom that started in London and has been spreading across the country.

Property developers though are like estate agents, secondhand car salesmen and journalists – generally unloved, not to be trusted, but seeking to be accepted. After all they are responsible for the glass-covered buildings that are called architectural statements, the brashly painted sheds that are called out-of-town stores, the twee pitched roof supermarkets. They are the people everybody loves to hate.

In the business they are called merchant developers. They buy and sell properties among themselves to raise a bit of cash. They buy land and beaten-up buildings and make their statements. They sell their products on to somebody else and move on to the next project. They always sell at a profit.

If they have an image, it is not one of Marks and Spencer suits. Italian tailoring for them and a lot of handkerchief hanging from the breast pocket as they parade through the Mayfair restaurants. Not for them a simple Porsche - much better to have a powder blue Roller and a snappy little executive jet. They are after all very rich, the charmed creatures of Thatcher's take-the-burden-off-business Britain.

Still, the caricature is drawn from the characters. Every generation has them. They are very public in terms of what they do, though not in terms of how they do it. Today's character is tomorrow's honoured business leader. What the Samuels, Clores, Lyons and Bergers of the 1960s did is being repeated by the Bradmans, Liptons, Beckwiths, Osbornes, Halls, Richardsons, Cleggs and Birchalls of today.

"At the end of the day we end up as an amorphous mass of rent collectors. We start as traders and end up as owners," said Michael Slade who, as chief of Helical Bar, found himself earning so mnch money that he had to arrange with his board to reduce his rights to the profits.

The merchant developers are trying to get themselves into the position where their property assets – or anything else into which they diversify – will themselves generate wealth just by virtue of being there. A developer likes to have a return of 20 per cent on a project. But recently total returns on existing property have been more like 30 per cent.

So those who have already arrived, such asthe Duke of Westminster with hereditary estates or Peter Palumbo with a £200m portfolio and an obsession for a new building opposite the Bank of England, tend to do rather better than those who are travelling.

Still, for the last three years in London and more recently elsewhere, the travelling has been first class. This has been the luck of the business. "Anybody who bought three years ago has doubled or tripled their money. There has been no sort of logic about it," observed Alfred Buller, one of the younger new rich, just turned 31 and a weekend commuter to his Northern Ireland home. "Money was available in the market – people took it and they've made on it."

None more so than Tony Clegg. The property market has never seen anybody quite like him. Stocky, spectacled, double-breasted suited, Rollered, rushing late from appointment to appointment including his own 50th birthday party – "if you buy our shares, you buy a concept of management" – he hit on a truth of the current market.

It was that there is a buyer for pretty well everything and that what is not sold still prodnces rent. So Mountleigh, his company, buys properties in bulk and sells the individual units, making the sum of the parts greater than the whole. It has worked to the extent of making over £70m in 1987-88 pretax profits.

Clegg is regarded with a mixture of respect and curiosity in property circles. Respect because he makes money, though it is thought somebody like Whittaker could buy him out a few times, and curiosity because he seems to take risks others are not ready to accept. What will he do when the market turns down? people ask.

It is the sort of question property people would ask. The activities of Clegg showed that there is market for what they produce, but they are a jumpy crowd. The memory of the 1970s crash is just under the surface. There are plenty in the industry who remember and those who do not have been told about it. So the trick is to make money and depart or to create assets in order to wait for the next boom cycle in comfort. Even Clegg these days is talking more than he used to about development.

The secret here is for the developers always to use somebody else's money to build something which can be sold on to somebody else. Often great chunks of money. The big schemes do not come cheap. There is well over £1bn of bank money tied up in Broadgate, the huge complex of offices sprouting up around Liverpool Street station in London.

Broadgate is the brainchild of Godfrey Bradman and Stuart Lipton. Bradman is the discreet one, the tax wizard with a taste for espousing unfashionable causes like freedom of information, the sort of man who is left clearing up after the garden fête when everybody else has left to watch Wimbledon on the telly. Lipton is more extrovert, always ready to talk about quality, interested in the grandiose, ready to consult Prince Charles, the nation's architect-in-chief. The two are among the industry's trend-setters.

Lipton apeaks for the property rich when he makes the point that "Our business is controlled risk". The first exercise in control is to know what the customer wants, in this case the large office user "because if the building is liked by the tenat, it will have a capital value." And creating capital value is what Bradman and Lipton are all about, just like Lord Samuel of an earlier property generation.

Then there is the money side. Here the risk control means stamping out all the variables you can find. So all the construction contracts, and there could be 35 for any one building, are at a fixed price.

The next thing is to spread the risk. Each project warrants a separate company where the share of the Bradman and Lipton interests is less than a majority. It is this company which borrows the money from the bank and because it is not a subsidiary it is off the balance sheet of the parent. And because the security for the money is the project itself, the failure of the project does not mean that the principals are at risk. They might not be able ever to borrow money again, but what they have they hold.

The moral here was succintly expressed hy Donald Trump, the glitzy American developer, in his recent antobiography* - "Protect the downside and the upside will take care of itself."

Once Bradman and Lipton have their buildings up and occupied, they can replace the short and medium term bank money with a long term mortgage. The rents they are receiving will cover the interest charges. So they have an asset and the asset is wealth.

That applies to other developers too, although they might go about their financing in a different way. The Richardsons worry if they spend what they do not have. And Whittaker prefers long term debt on the balance sheet, but will use the dividend income from his quoted companies to put back into his private interests.

"Ploughing everything back and taking a long term rather than a short term view and living within one's means" are his recipes for wealth.

The great problem for the tycoons though is realising the wealth they have - if, of course, they want to. Their obvious wealth is tied np in the shares of their quoted companies. It is often substantial but they cannot necessarily do anything with it.

"I may have have £15m to £20m of stock but I can't realise it, can I?" said Slade. Well, he can, but the stock market would take rather a dim view. Analysts would wring their hands and starting asking questions along the lines of "What sort of a company is this when the chief starts bailing out?" The share price, at any rate, would take a bit of a knock.

It is the same for Slade's contemporaries. The marathon-running Beckwith brothers at London and Edinburgh Trust have shareboldings each worth about £27m. David Goldstone, generally classified as "the Welsh socialist millionaire", would on paper be worth over £17m. Bradman would be worth over £27m and Lipton a whopping £156m.

But this paper wealth looked precarious for a time immediately after the stock market crash last October. Trevor Osborne saw £15m wiped off the value of his shareholding at Speyhawk. The market has recovered somewhat bnt the merchant developers are not so mucb out of favour as viewed with some caution. The financial institutions which queued up for their paper last year prefer these days to buy companies with assets rather than earnings.

It is not so easy now to go to the market and sell a few million shares. The recent rusb of new flotations have been from smaller companies look for relatively small amounts of money. But there will be more. Michael Birchall, whose name has passed into City entertainment history with an epic champagne journey by Orient Express to Walsall, will sooner or later float off part of Sibec Developments, the company he founded, wbere his personal stake is worth over £27m.

"The people who are still at the table" – those working up their business – "cannot say they are that rich," commented Buller. "The ones who have made it rich are those who have stopped playing the game."

Harry Hyams is the obvious case. The reclusive developer, who became the butt of political criticism in the 1970s when he built Centrepoint in London and left it unleased, walked away with more than £160m after the company he controlled sold out to MEPC last year. And there are more modest cases. The Arnold Lee family took around £20m when Imry Property sold out last year.

Another way of realising some money is to be taken over but remain active in the bigger business. The property ambitions of British Airports Authority allowed Kennetb Rubens to bank around £8.6m and Maurice Lambert £6.4m when Lynton Property and Reversionary, earlier this year, became a BAA subsidiary. Danny Desmond seems less interested in ready cash. Great Portland Estates last year gave him £10.2m of shares for a stake in his company and he has watched the market price go up from 229p to over 350p a share.

This is all very well, but the difficulty is that, even with the help of market luck, a bit of work is necessary. As one student** of the game put it, "At the very top, few drink or smoke and many practice yoga. . . They are not all like that. Some make the most amazing whoopee and can be seen in the early hours at Annabel's, drinking champagne with the whole chorus from the Prince of Wales Theatre. They are the usually the ones who don't last - but they go down smiling."

Some will disappear, of course. They always do. This time round it will probably be somebody out there in the market buying properties not on the basis of what they are worth now but on the basis of what they could be worth if rents keep on rising and demand keeps on increasing. Just like 1974. Property developers are insatiable optimists.

Short term interest rates shot up in 1973-74, just like this summer only more so, inflation accelerated, not quite like 1988, and demand dropped out of the market, which is not at all like 1988. The rise in capital values that the 1974 developers thought would underpin some of their wilder schemes just did not happen. Faced with rising demands from nervous banks for interest repayments, some of the hapless developers of 1974 found, quite simply, that they did not have any cash.

So far in this boom the banks, which have been ladling out money just as they did in the early 1970s, have not started to get nervous. That will come when the ritzy building off the main track does not let and the developer wbo was too optimistic finds there is not enough rental income to meet the interest bill.

Who will be the 1980s-1990s equivalent of the 1974-departed, the men like Gerald Caplan, Gabriel Harrison, John Hines, Ronnie Lyon, Harvey Soning and Willie Stern? The only answer today is in the gossip. But sometimes history - and the banks - give a second chance. Look at Willie Stern, once commercially dead for over £100m, now alive and borrowing again.

**Trump, the art of the deal, by Donald J. Trump with Tony Schwartz, Century Hutchinson, £12.95; **The Little Bedside Property Book or How to be o developer, Alan Bailey Studios for Elliott, privately published.*

The Long View

Integration with a vengeance

CLIVE WOLMAN

If you don't like Mr Lawson's monetary policies then you no longer have to use Mr Lawson's currency

JUST WHEN we were beginning to think that stop-go policies were an unpleasant relic of our Keynesian past, that business cycles had been replaced by steady, productivity-led low inflationary growth and that Nigel Lawson was blessed with powers of insight denied to any of his predecessors, it stole up on us.

The last six months have seen a classic old-fashioned failure of demand management policies, in the tradition of the Maudling boom, the Barber boom and the Thatcher-Howe squeeze.

The overheating of the UK economy and tha Government's U-turn may come to be viewed as a minor squall compared with the storms unleashed by these earlier misjudgments. The gilt-edged market has certainly remained relaxed about the risks of long-term inflationary pressures.

But the real paradox is that a Government officially committed to shrinking the role of the state in macro-economic policy, has in practice been imposing much more radical, disruptive and arbitrary shifts in the distribution of income, through its large and rapid interest rate cuts and hikes, than anything attempted by its predecessors.

Events of this summer demonstrate that however non-interventionist governments profess to be, they will always be drawn into misjudged, mistimed and inconsistent fiddling with the levers of demand management. Increasingly complex and subtle methods of creating credit and liquidity economy have rendered worthless attempts to control some artificial definition of the money supply.

The only way of escaping the effects of monetary mismanagement has been suggested by two other events in recent months. The big one has been the orchestrated build-up of pressure for the economic integration of the European Community by 1992. Of more immediate and personal relevance, has been the UK launch of mortgages charging fixed interest rates as low as 4.5 per cent, bnt denominated in Swiss Francs and other European currencies.

The message is that if you don't lika tha Mr Lawson's monetary policies, you no longer have to use Mr Lawson's currency. The breakdown of the barriers to the free circulation of other European currencies in the UK gives you an alternative.

The underlying attraction is that if consumers and businesses have a genuine choice in their use of currencies so that any inflation-threatened currency suffers a swift and drastic contraction in its usage across the whole population, the discipline on the issuers is much tighter. Pan-European competition would ensure that those central banks or other issuers which discovered the most effective methods of monetary control would be rewarded with a fast-growing market share.

Most enthusiasts for European integration have been lobbying in the opposite direction, for the UK to join the European Monetary System – and thus to tie itself to the Deutschemark - as a transitional step towards a single European currency. But mega-currencies create the potential for mega-blunders. The Bretton Woods fixed exchange rate regime, which tied the world to US monetary policy, guaranteed global inflation in the early 1970s when the US authorities got it wrong.

Instead of political lobbying, EMS enthusiasts might focus on ways to make it easier commercially for us all to use Deutschemarks and other currencies in ordinary personal and business transactions.

The more traditional monetary economists such as the former Bank of England economic adviser Professor Charles Goodhart argue that people would find it so difficult to discover and work ont exchange rates and prices in different currencies that the costs would swamp any benefits.

That may be taking too insular a view. Professor Friedrich Hayek's long-standing advocacy of privately-issued competing currencies was based partly on his experience living in an Austrian border town where both Austrian and German currencies circulated. Residents of Hong Kong, Canadian and Irish border towns and of many parts of Eastern Europe and Turkey find it similarly easy to cope. Even those Brits who confess to complete innumeracy seem to pick up a good sense of valnes in pesetas or francs when they hit the duty-free shops.

The dollarisation of the Israeli economy, in the face of formidable legal obstacles, indicates how multiple currencies come into increasing use. Even in the mid-1970s, when inflation was only slightly above UK levels, house and flat prices and an increasing number of loans were set in dollars. As inflation accelerated, dollars were used for car prices, air tickets and holidays abroad and hotels, then furniture, refrigerators and alectrical goods. By the mid-1980s, even supermarkets started quoting in dollars.

In the UK, European currencies would be particularly suitable for mortgages and other loans, as more cross-border financial services are marketed, and also for cross-Channel holidays and travel and for high valua imported goods. The cost of sticking price labels even on supermarket goods in two or three currencies would be tiny. With the growing use of credit cards, "smart" cards and electronic funds transfer devices, settlement at the tills could be in whatever currency the customer specified.

The longer-term possibilities for monetary reform have already attracted many interesting – and cranky – proposals. If the use of alternative, competing currencies becomes firmly established, governments would be able to privatise the issue of currencies and cede control of monetary policy. It might for example franchise the tarnished but valuable sterling brand name to several competing issuing banks. If you think the proposal is outrageous, you probably thought the same six years ago about the privatisation of the electricity supply industry or the prison service, both of which have been modals of professionalism compared with the management of money.

CONTENTS

UK MARKETS

LONDON

Glum mood persists despite lack of news

NO NEWS is not always good news. A week without a major UK economic otatistic, and without even the regular depressant of e base rate increase, still found traders in a glum mood. Even after yesterday's slight rally, the FT-SE 100 index ended the week below the psychological 1,750 level and down more than 100 points over the past fortnight. Everyone will doubtless be glad that the long three-week account has come to an end.

The worst dey for traders was Thursday when a sudden drop in sterling, and weaker markets on Wall Street and in Tokyo, caused Footsie to shed more than 23 points over the day.

The equity markets remain nervous after the eppalling July trade figures – and have yet to be convinced that what seems to be the Government's sole economic policy weapon, interest rate manipulation, is sufficiently flexible to keep control of the exchange rate, the inflation rate and the balance of payments, all at the same time.

So far, each successive interest rete iocrease has only fuelled anticipation of the next, and the week started with analysts speculating on how long it would be before base rates hit 13 per cent.

Turnover in equities remains sluggish, with such volume as there is being genereted largely by trades between market-makers. There is no sign as yet of institutions being prepared to reduce the liquidity they have built up since last October's crash.

Pat Goodman: gave up bid for Ranks Hovis McDougall

However, there must be a limit to the amount to which institutions can increase their holdings of casb and otber non-equity investments. Gilts are restricted in supply because of the Government's healthy funding position; property io not likely to attract meny fund managers while interest rates are rising.

Analysts believe that, eventually, investors will snap out of their pessimism and re-assess the equity fundamentals. There is every sign that corporate profitability is still buoyant. Phillips & Drew is looking for industrial profits to rise by 14 per cent this year and by 7 per cent in 1989; thet pints the market on a modest prospective price/earnings ratio of 9.8 this year and 9.2 next. With dividends also set to rise substantially, the prospective yield for 1988 is over 5 per cent – a level which is very healthy by historical standards.

Indeed, recent economic developments may even provide a boost to the corporate sector. Higher interest rates are unlikely to upset UK companies, which have redneed their borrowings substantially during tbe 1980s. A weaker pound, however, will obviously be e boost for exporters.

Sterling ended the week around two and a half cents lower against the US dollar and about two pfennigs down against the Dsntschemark. Foreign exchange traders remain concerned about the trade deficit and ebout the inflationary pressures within the economy.

Some analysts were talking of a fundamental change in sentiment towards the currency, despite the attractions of higb interest rates. Certainly, sterling is now well down, at around 75.5, on the year's trade-weighted peak of 79.2 in May.

August is normally a quiet month for corporate activity, but Robert Maxwell is someone who can be relied upon to provide news even in the dullest week. This week, he made e recommended £134m bid (through Pergamon Professional and Financial Services) for the market research group, AGB; had talks with the chairman of the US publishing group, Macmillan, about the Maxwell Communication Corporation's $2.37bn bid; and revealed interim pre-tax profits for MCC of £71.9m, at the lower end of analysts' expectations.

However, even Maxwell cannot provide enough news to keep all the City's highly-paid analysts and dealers busy.

The news for speculators this week was mixed. Goodman Fielder Wattie, the Australasian food group which had its £1.7bn bid for Ranks Hovis McDougall referred to the Monopolies Commission, gave up the ghost and announced that it would be selling its 29.99 per cent stake. The fact that Pat Goodman, GFW's New Zealand chairman, was aiming to control RHM brands such as Mr Kipling cakes and Mother's Pride bread, had caused many to draw comparisons with the Swiss bid for Rowntree.

This time, the UK group won through and Goodman's failure to announce that it had found a specific buyer for its holding, depressed traders who had been hoping that a rival suitor might emerge. RHM's shares dropped 21p to 387p on Thursday as the company began to be crossed off the lists of potential bid stocks.

BSR International, the Hong Kong-based electronics group, ruled itself out of the bid stakes, at least temporarily, by announcing that its merger ralks with an unnamed suitor had been discontinned. And another which might yet leave the "takeover top 10" is Cadbury Schweppes, the confectionery and soft drinks group. There is no sign as yet of a bid for Cadbury from General Cinema, the US company which owns 18.3 per cent of the equity; and this week's 28.5 per cent increase in interim profits, to £81.7m, makes it hard for any predator to argue that the group's management needs shaking up.

Meanwhile, as the week dragged on, the British Coal Pension Funds' £560m bid for TR Industrial & General, announced last week, began to look less and less of a smart move. If the market falls much further, the bid will be priced at a premium to the trust's net assets – not the ideal way to expand your equity portfolio. If the Pension Funds' bid fails, that might put the damper on hopes of a radical reorganisation of Britain's £20bn investment trust sector.

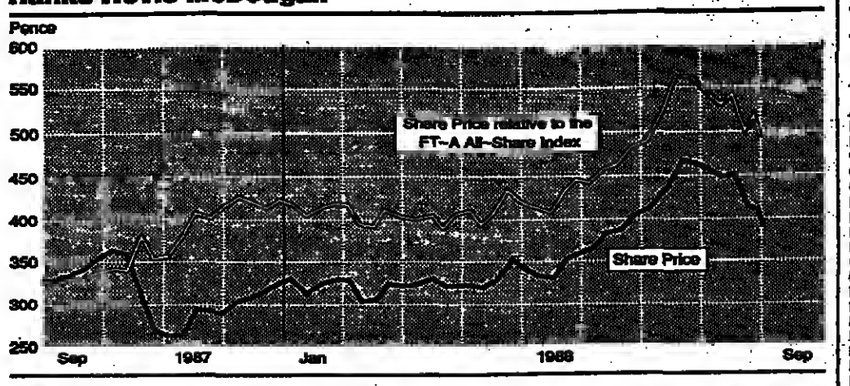
There were some events which gave hope to the bid-lovers, however. Wareldhave clinched success in the £282m bid battle for Peachey, the UK property group. It was a remarkably swift end to a takeover battle; the Dutch group raised its offer in the morning and was able to claim victory by the close of business.

Another announcement to warm the hearts of speculators was the increase in P & O's stake in Taylor Woodrow from 8.5 per cent to 9.9 per cent. P & O first announced a 6.1 per cent stake late in July; the speed with which it has increased its holding has encouraged those who believe in the hostile nature of its intentions.

As one Australasian raider (Goodman) departed to the wings, another remained firmly centre stage. Larry Adler's insurance group, FAI, increased its stake in Pearl Group to 8.1 per cent. It represented only a small increase in Adler's holding but it increases the hope that the world's corporate raiders may suddenly look at the UK market and find it cheap.

Philip Coggan

Ranks Hovis McDougall



COMPANY NEWS SUMMARY

TAKE-OVER BIDS AND MERGERS

Company bid for	Value of bid per share**	Market price**	Price before bid	Value of bid £m**	Bidder
Prices in ½ pence unless otherwise indicated					
AGB Research	220*§	217	214	94.64	Pergamon
Babygro‡	41½	40	65†	4.37	Robt. H. Lowe
Beatson,Clark‡	375†‡§	368	286	27.84	TT Group
CASE‡	128	125	93	61.72	Dowty
Cerametec‡	125.3††	120	102†	8.77	Boneland
Catalyst Comms.	51§	52	52	11.16	Holmes&Marchant
Dwek Group	150*	150	131†	33.5	Hillshott
Ealing Electrs‡	102½††	105	96	10.77	880 Group
Ellis & Goldt‡	144††	140	136	41.67	Alexon
Falcon Inds.‡	105††	103	89	42.92	Davis Godfrey
Gaynor Group‡	120*	134	120	6.2	Scowcroft Indy.
Hard Rock Intl.‡	132*	130	118	48.85	Pleasurama
Hard Rock A‡	100*	95	89	14.07	Pleasurama
Hoskyns	410*	405	295	164.4	Pleasey
Humber	316§§	307	223	274.85	Wickes
Irish Distillers	Ir400*	Ir430	Ir275	Ir253.0	Grand Met
Lodge Cars	151*§	147	151	11.4	Consortium
Merlin (R) Groome	269§§	255	233†	28.31	Waverley Cameron
Microsystems	233§§	226	213	32.50	Meggitt
Moorgate Group	97	100	116†	6.19	Ketson
Newage Trans.	155*	153	123	18.17	Williams Hldgs.
Peachey Prop.	650*§	642	608	281.50	Wereldhave
Pleasurama	235	199	226	810.30	Mecca Leisure
Pleasurama 7% Cnv	218	181	202	127.96	Mecca Leisure
Ruberold	254†‡§	252	222	127.26	Raine Inds.
Smallbone	500*	487	318	28.15	Williams Hldgs.
TR Ind. & Gen.	129½*	126	126	580.53	Brit. Coal Pens.
Trust Hldgs.‡	181§§	181	182	12.45	Whitecroft
Wayne Kerr	110*	107	100	11.52	Farnell Elect.
Wolstenholme Rink	410††	478	345	25.70	Cookson

*All cash offer.††Cash alternative. ‡Partial bid. §For capital not already held. ‡ Unconditional. **Based on 2.30 pm prices 2/9/88. †At suspension. §§Shares and cash.

PRELIMINARY RESULTS

Company	Year to	Pre-tax profit (£000)		Earnings* per share (p)		Dividends* per share (p)	
Davies DY	April 517	(1,040)		5.5	(12.7)	4.0	(4.0)
Border TV	April 718	(503)		4.2	(3.4)	1.7	(1.4)
Highgate & Job	March 35	(296 L)		2.1	(-)	-	(-)
Transrap	March 621	(491)		4.5	(3.6)	0.5	(-)

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)		Interim dividends* per share (p)	
AAF Investment	June	6,670	(5,670)	2.5	(1.5)
American Trust	July	2,360	(2,903)	1.2	(1.1)
Associated Henriques	June	653	(-)	0.7	(-)
Blackwood Hodge	June	4,790	(3,530)	0.8	(0.5)
Braime TF&JH	June	221	(58)	2.0	(1.5)
Bredero Properties	June	1,930	(1,200)	2.0	(1.7)
Cadbury Schweppes	June	81,700	(63,579)	2.4	(2.1)
Church & Co	June	2,200	(2,037)	3.0	(3.0)
CLF Holdings	June	2,340	(1,610)	0.7	(0.6)
Cooper Allan Holdings	June	1,320	(976)	2.1	(1.5)
Cundall Group	July	1,310	(859)	1.3	(-)
Dewhirst IJ	June	3,200	(2,783)	0.3	(0.2)
Dickie James	April	106 L	(238 L)	-	(-)
English & Overseas	June	545	(233)	-	(-)
Erith	June	2,510	(1,870)	1.3	(1.0)
Fergabrook Group	July	2,500 L	(771 L)	-	(-)
Guardian Royal Ex	June	111,700	(82,741)	3.5	(3.0)
Home Counties News	July	1,730	(1,150)	3.7	(2.5)
Irish Continental	April	2,250 L	(2,450)	-	(-)
Jaguar	June	22,500	(45,700)	3.7	(3.7)
Kalon Group	July	1,150	(558)	0.3	(-)
Lambert Howarth	July	51	(680)	2.5	(2.5)
London Finance & Inv	June	287	(300)	-	(-)
MacFarlane Group	June	3,280	(2,320)	1.7	(1.25)
Maxwell Comm Corp	June	71,900	(70,500)	-	(-)
Meggitt Holdings	June	8,630	(6,810)	0.9	(0.7)
Paramibe	June	50	(49)	0.5	(0.5)
Pearl Group	June	28,880	(21,879)	6.0	(5.0)
Peek	June	2,440	(896)	0.3	(-)
Pentland Industries	June	38,500	(34,375)	0.5	(0.13)
Propeller	July	313	(104)	-	(-)
Record Holdings	June	1,560	(1,200)	0.7	(-)
Ryan Hotels	April	143	(603)	0.5	(0.5)
SEP International	March	420	(364)	0.3	(-)
Sharpe & Fisher	June	2,790	(1,860)	1.0	(1.0)
Slough Estates	June	34,100	(28,000)	3.3	(2.8)
Stat-Plus	June	2,370	(1,750)	1.2	(0.7)
Steel Burrill Jones	June	1,640	(2,034)	2.7	(2.7)
Sunleigh Electronics	July	1,040	(852)	0.55	(0.47)
Tellos Holdings	June	1,960	(1,042)	3.0	(2.0)
UK Paper	June	8,400	(6,100)	2.0	(1.7)
Westfield Int'l	June	2,900	(-)	-	(-)
Williams Holdings	June	52,730	(18,100)	4.0	(2.7)
WPP	June	16,200	(3,300)	5.4	(1.5)

(Figures in parentheses are for the corresponding period.)
*Dividends are shown net pence per share, except where otherwise indicated. L = loss.

RIGHTS ISSUES

Ellis & Everard is to raise £25.5m via a one-for-two rights issue at 145p.
First Technology is to raise £14.7m via a one-for-two rights issue at 325p.
Leisuretime International is to raise £16.5m via a five-for-four rights issue at 75p.
Microfilm Reprographics is to raise £11m via a two-for-eleven rights issue.

OFFERS FOR SALE, PLACINGS AND INTRODUCTIONS

Fergabrook Group is to raise £2.6m via a deeply discounted share issue at 10p.
Greece Fund is to float on the stock market next month.
National Westminster Bank is to raise £100m by seeking a listing for its shares on the Tokyo stock exchange,20m shares will be issued.
Rentaminster has joined the Third Market via a placing of 1.34m shares at 60p.

RESULTS DUE

Company	Announcement due	Dividend (p)* Last year Int.	Last year Final	This year Int.
FINAL DIVIDENDS				
Alumasc Group	Friday	2.0	5.0	2.6
Black Peter	Wednesday	0.4	1.0	0.5
Dale Group	Friday	-	1.5	1.5
Dolphin Packaging	Thursday	-	-	1.2
Equity & Law Int'l Funds	Friday	-	-	-
Goodhead Print	Monday	1.2	2.5	1.5
Haynes Publishing	Monday	5.0	9.0	7.0
Int'l Colour Management	Tuesday	-	0.2	-
Isotron	Wednesday	0.5	1.2	0.7
Ricardo Consulting Eng	Wednesday	1.0	2.2	1.0
Second Alliance Trust	Friday	7.0	14.0	7.0
Sheldon Jones	Friday	1.3	3.3	1.3
Sinclair Goldsmith Holdings	Wednesday	-	0.7	0.0
Walker Thomas	Friday	0.2	0.8	0.2
INTERIM DIVIDENDS				
ABB Kent Holdings	Wednesday	1.5	1.5	-
Abbeycrest	Thursday	0.6	1.3	-
Acorn Computer Group	Thursday	-	-	-
Asda Property	Monday	-	1.0	-
Aspen Communications	Monday	1.6	3.5	-
Asset Trust	Wednesday	1.5	2.0	-
Aurora	Friday	0. 6	2.1	-
Avdel	Thursday	0.0	1.0	-
BAT Industries	Wednesday‡	6.5	10.4	-
Beattie James	Tuesday	1.0	3.0	-
Bestwood	Wednesday	-	-	-
BICC	Wednesday	4.0	9.0	-
Blue Circle	Wednesday	5.0	10.0	-
Bodycote Int'l	Tuesday	2.0	3.0	-
Booker	Tuesday	5.4	10.6	-
Bowater Industries	Tuesday	5.2	7.2	-
Brammer	Tuesday	4.5	8.0	-
British Syphon Industries	Thursday	1.8	2.7	-
Bunzl	Wednesday	2.1	2.9	-
Burmah Oil	Thursday	6.0	10.5	-
Campari Int'l	Tuesday	1.5	5.0	-
Cannon Street Investments	Tuesday	2.0	4.0	-
City & Commercial Inv Tst	Friday	2.6	2.8	-
Citygrove	Friday	1.5	2.5	-
Clayform Properties	Tuesday	2.5	5.7	-
Consolidated Venture Trust	Monday	-	0.3	-
Cookson Group	Thursday	2.0	4.0	-
Costain Group	Wednesday	3.0	0.0	-
CRH	Monday	1.4	2.0	-
Dagenham Motors	Monday	-	-	-
Daniels S	Friday	1.2	2.0	-
Eadie Holdings	Tuesday	0.7	0.7	-
Edmond Holdings	Monday	0.2	0.6	-
Elys (Wimbledon)	Friday	1.0	11.0	-
Enterprise Oil	Thursday	4.0	6.5	-
European Home Products	Tuesday	2.0	3.0	-
Executex Clothes	Monday	1.2	1.2	-
Expamet Int'l	Tuesday	3.0	4.5	-
Freemans	Tuesday	1.3	2.7	-
Gibbs & Dandy	Thursday	1.0	1.8	-
Halls Homes & Gardens	Wednesday	1.2	2.5	-
Hambro Countrywide	Tuesday	0.0	1.7	-
Hestair	Thursday	2.0	3.4	-
Hillsdown Holdings	Wednesday	1.2	3.5	-
IMI	Tuesday	2.7	4.2	-
Inchcape	Wednesday	1.0	1.5	-
Int'l Business Comm (Hldgs)	Wednesday	1.0	2.5	-
Keep Trust	Thursday	3.0	6.0	-
Laird Group	Friday	3.1	4.0	-
Legal & General	Wednesday	3.8	7.7	-
Linread	Monday	1.2	2.5	-
Lopex	Tuesday	2.0	3.0	-
Metal Closures	Tuesday	2.2	5.2	-
Miller Stanley	Monday	0.5	0.7	-
MK Cash & Carry	Tuesday	1.1	2.7	-
Morgan Grenfell	Thursday	3.8	7.0	-
MTM	Tuesday	1.0	2.0	-
Nurdin & Peacock	Wednesday	1.0	-	-
Pentos	Tuesday	0.3	1.0	-
Persimmon	Monday	0.7	1.0	-
Pickwick Group	Monday	0.6	1.8	-
Portals Holdings	Wednesday	2.9	6.2	-
Provident Financial	Tuesday	4.0	9.0	-
Pelon	Tuesday	-	-	-
Quick H&J Group	Monday	1.7	-	-
Reckitt & Colman	Thursday	7.8	13.0	-
Robinson Bros (Ryders Green)	Tuesday	-	-	-
Ropner	Tuesday	3.0	4.0	-
Sedgwick Group	Tuesday	4.0	5.0	-
Sherco Group Holdings	Wednesday	-	1.8	-
Sun Alliance	Wednesday	10.0	21.0	-
Technology Project Services	Thursday	1.3	2.7	-
Tozer Kemsley & Millbourn	Tuesday	0.0	1.5	-
T&N	Wednesday	2.7	5.7	-
TR Natural Resources Inv Tst	Wednesday	0.0	1.2	-
Trade Indemnity	Wednesday	2.2	3.4	-
Tyne Tees Television	Thursday	7.5	20.0	-
VG Instruments	Tuesday	1.5	3.0	-
Wilson Bowden	Thursday	1.3	2.9	-
Wilson (Connolly)	Tuesday	0.5	1.0	-
Wimpey George	Wednesday	2.0	4.7	-
Wyevale Garden Centres	Tuesday	0.7	2.2	-

*Dividends are shown net pence per share and are adjusted for any intervening scrip issue.‡ second quarter figs

RESULTS DUE

Blue Circle cements position

THE FIRST FULL week of September brings a bumper crop of results, many from companies reporting on the six months to June. Among these is BLUE CIRCLE INDUSTRIES, which is expected to show a strong performance from UK cement activities in an environment of vigorous housebuilding. Armitage Shanks, the home products side, should also have been helped by the favourable economic climate.

Analysts are expecting about £76m pre-tax, up from £59.7m last time; within that, property profits may have contributed about £8m as Blue Circle set about exploiting its large landholdings through sale and redevelopment.

☐ BICC, the cables and construction group, should unveil interim pre-tax profits up from £60.4m to about £70m, also on Wednesday. Even such a figure would understate the underlying performance; a resumption of pension fund contributions will have reduced profits by up to £3m. But the mild winter will have boosted the performance of its civil engineering subsidiary, Balfour Beatty, as well as the expanding housebuilding activities, although the cables side is not expected to display 1987's dramatic growth.

☐ The weak stock market and lower takeover activity are expected to take their toll on MORGAN GRENFELL when the merchant bank reports its interims on Thursday. Analysts say last year's boom-time pre-tax profit of £47m will be substantially reduced, if not halved. Hugh Pye, who follows merchant banks at County NatWest, is forecasting £22m, well below the range of £25m to £30m suggested by other analysts.

Morgan relies heavily on fees earned by its corporate finance department, once the City's number one but now increasingly under challenge from rivals like Schroders and Warburg. The bank's newly formed securities division will also show losses because of falling equity prices and low stock market turnover.

☐ The recent strength of the motor market should have benefitted T&N, the engineering group known formerly as Turner & Newall. After the acquisition of AE in 1986, motor components now account for well over half the business, helping T&N to post first-half profits on Wednesday of around £42m compared with £36.3m in the 1987 period.

☐ Among the string of companies reporting on Wednesday is HILLSDOWN HOLDINGS, the food, furniture and property group. interim figures will benefit from the two acquisitions made in summer 1987 – Fairview New Homes and the Canadian Maple Leaf Mills. Expectations range between £58m and £60m pre-tax, compared with £41.6m last time.

Property is expected to have done particularly well, as are the furniture and food processing interests.

☐ Also unveiling half-time results on Wednesday will be BAT INDUSTRIES, the tobacco-based multinational. BAT might have edged to victory in its long battle with the Californian Farmers Group but analysts do not expect the deal to be completed until the end of the year, with little impact before 1989. In the meantime, they expect the interims to demonstrate growth from tobacco and financial services, but with flatter performances from the paper and retail sides. Pre-tax estimates range between £700m and £720m.

☐ With continued growth in the US and Japan from Castrol motor oil, its core business, BURMAH OIL is expected on Thursday to report six-monthly net profits of about £38m, which compares with £33.6m midway in 1987. Margins may have suffered from last year's rise in oil prices but Burmah should have been able to pass on most of the increase. Currency fluctuations have taken their toll, with as much as £4m wiped out by the strength of the pound.

☐ Analysts are decidedly wary of forecasting interim figures from BUNZL, due on Wednesday, after the disappointment in March when 1987 finals came out below expectations. The cautious are looking for £43m pre-tax, although the range rises to £51m. However, last year's profits included some on sales of investments, and even £43m would include reasonable underlying growth.

☐ Cracking interim results are expected from BOWATER INDUSTRIES on Tuesday. Analysts are looking for £30m against the £17.3m reported last time. There is increasing confidence that new management is improving margins and making a better return on assets. While acquisitions, notably that of Rexham Corporation late last year, will help, Bowater also is expanding its existing businesses with success; for instance, in its liquid packaging division.

Companies Staff

HIGHLIGHTS OF THE WEEK

	Price y'day	Change on week	1988 High	1988 Low	
FT Ord. Index	1405.9	-19.5	1514.7	1349.0	Fears of further base rate rise.
AGB Research	217	+11	143	173	Robert Maxwell stake & bid.
BSR	63	-18	104	62	Merger talks off.
Burmah Oil	513	+9	582	430	Brokers' 'buy' recommendations.
Cadbury Schweppes	352½	-11	429	231	Reduced bid prospects.
GT Management	130	-13	178	128	Fears of profits downgrading.
Irish Distillers	366	+23	366	125	Pernod Ricard bid hopes.
Lambert Howarth	118	-62	270	110	Poor interim results.
Peachey Prop.	642	+31	647	367	Wereldhave wins control.
Racal Elec.	282½	-14½	351½	202	Vodafone flotation worries.
R.H.M.	375	-36	490	303	Goodman Fielder stake for sale.
Sharpe & Fisher	288	+70	310	173	Int. figs./planned sale of Sandiords.
Smallbone	488	+170	488	240	Williams Hldgs. agreed bid.
Taylor Woodrow	577½	+18½	585	351	P. & O. increases stake.
WPP	567	-32	633	403	Despite good figures.

INTEREST RATES: WHAT YOU SHOULD GET FOR YOUR MONEY

	Quoted rate %	Compounded return for taxpayers at 25%	40%	Frequency of payment	Tax (see notes)	Amount invested £	Withdrawals (days)
CLEARING BANK*							
Deposit account	3.60	3.66	2.93	monthly	1	-	0-7
High interest cheque	6.10	6.27	5.02	monthly	1	1,000-4,999	0
High interest cheque	6.50	6.70	5.36	monthly	1	5,000-9,999	0
High interest cheque	7.20	7.44	5.95	monthly	1	10,000-49,999	0
High interest cheque	7.70	7.96	6.38	monthly	1	50,000 minimum	0
BUILDING SOCIETY†							
Ordinary share	4.60	4.65	3.72	half-yearly	1	1-250,000	0
High interest access	6.50	6.50	5.20	yearly	1	500 minimum	0
High interest access	6.75	6.75	5.40	yearly	1	2,000 minimum	0
High interest access	7.25	7.25	5.80	yearly	1	5,000 minimum	0
High interest access	7.50	7.50	6.00	yearly	1	10,000 minimum	0
90-day	7.50	7.64	8.11	half yearly	1	500-9,999	90
90-day	7.75	7.90	8.32	half yearly	1	10,000-24,999	90
90-day	8.25	8.42	6.74	half yearly	1	25,000 minimum	90
NATIONAL SAVINGS							
Investment account	8.50	6.38	5.10	yearly	2	5-100,000	30
Income bonds	9.00	7.04	5.63	monthly	2	2,000-100,000	90
Deposit bond	9.00	6.75	5.40	yearly	2	100-100,000	90
34th issue♦	7.50	7.50	7.50	not applica	3	25-1,000	8
Yearly plan	7.50	7.50	7.50	not applica	3	20-200/month	14
General extension	5.01	5.01	5.01	not applic.	3	-	8
MONEY MARKET ACCOUNTS							
Schroder Wagg	8.44	8.77	7.01	monthly	1	2,500 minimum	0
Provincial Bank	9.21	9.61	7.67	monthly	1	1,000 minimum	0
BRITISH GOVERNMENT STOCK§							
5pc Treasury 1986-89	10.23	6.93	6.15	half yearly	4	-	0
8pc Treasury 1992	10.65	8.55	7.29	half yearly	4	-	0
10.25pc Exchequer 1995	8.48	7.90	6.36	half yearly	4	-	0
3pc Treasury 1990	9.15	8.35	7.87	half yearly	4	-	0
3pc Treasury 1992	8.62	7.78	7.27	half yearly	4	-	0
Index-linked 2pc1992§§	9.22	7.91	7.60	half yearly	2/4	-	0

*Lloyds Bank.†Halifax 90-day; immediate access for balances over £5,000.♦ Special facility for extra £5,000 §Source:Phillips and Drew. §§Assumes 5.0 per cent inflation rate. 1 Paid after deduction of composite rate tax. 2 Paid gross. 3 Tax free. 4 Dividends paid after deduction of basic rate tax.

JUNIOR MARKETS

Duck swoop

VROOM, VROOM, vroom! Make way for Count Duckula. It's the vegetarian vampire duck to the rescue. Well, not exactly all on his own. Philip Harrison, non-vegetarian, will be playing a pretty major role in the salvation exercise, too.

The rescue is of Fergabrook Group, the troubled USM toy distributor which this week unveiled a complex package under which Harrison's Harlestone Industries will reverse into it, taking immediate management control. Harlestone is the leading UK manufacturer of plastic training footballs, and maker of the famous Wembley brand ball.

Under the terms of the deal, Fergabrook will issue 24m new shares to finance the £2.4m takeover. It will also raise £2.6m via a deeply discounted share issue at 10p, compared with its suspension price of 17p on August 19. Altogether, Fergabrook intends to triple the number of shares in issue.

That Fergabrook needed rescuing is not in doubt. Beginning a major expansion policy in 1983, pre-tax profits rose from that year's £335,000 to £2.58m in 1984. But, in 1985 the company plummetted into a £1.75m loss, which worsened to a £4.55m deficit in 1988. It is in the red to the tune of £2.5m for the six months to July 1 this year.

According to Harrison, Fergabrook had too heavy a dependence on a few fashion-related products – toys based on television characters of the moment – rather than good, stable products that would still be around in 20 years' time; and its overheads were totally out of control, mainly because of add-on businesses. "There were people overseeing people overseeing people," he says.

Certainly, someone needed to rescue Fergabrook, but is Harrison the man to do it?

His original contact with Harlestone was as a consultant. Having been called in by the then management in 1985 to advise on future direction, he proposed a number of schemes, all of which were rejected on cost grounds. Asked to then oversee the sale of the company, Harrison decided to buy it himself when, ironically, he was driving down the motorway, having just left the deputy chairman of Fergabrook and advised *him* to buy.

Harlestone made pre-tax profits of £307,554 on sales of £5.76m in 1987 and has warranted profits of £308,000 for the present year – not exactly great growth but, according to Harrison, a safe figure that will allow him to do what he must – and, he adds, a lot needs doing at Fergabrook.

However, while the emphasis will be to move towards more traditional toys, Fergabrook will continue to take advantage of fashion-related hot-sellers. So, enter Count Duckula this autumn, stage left.

Fiona Thompson

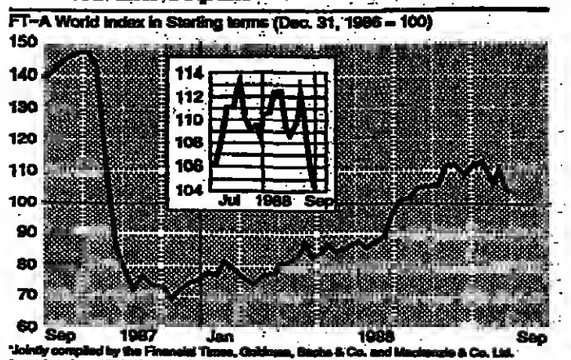
WORLD MARKETS

EMERGING MARKETS

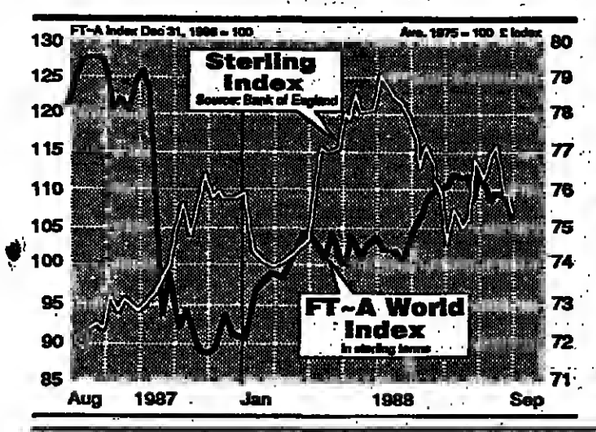
In search of the action

Pacific Ex. Japan

FT-A World Index in Sterling terms (Dec. 31, 1986 = 100)



"Jointly compiled by the Financial Times, Goldman, Sachs & Co. and Wood Mackenzie & Co. Ltd. in conjunction with the Institute of Actuaries and the Faculty of Actuaries."



TIRED OF dreary, established stock markets and looking for action? How about Zimbabwe and Finland? The markets in these two countries, along with Argentina, Brazil, India, Indonesia, Japan, Kenya, South Korea and Sri Lanka, posted record highs in the first half of the year.

The uninspiring performance of most of the more established markets since last October's stock market crash is leading to a growing interest in the more exotic emerging markets around the world.

Of course, vast sums of capital from investors in the industrialised world are not yet flowing to the less-developed stock markets, and the evidence suggests that few private investors are yet cashing in their IBM or Marks & Spencer shares to fill their boots with Pakistan Oxygen or Al Ahli Bank of Kuwait. This seems wise: practical and legal obstacles to investment in many of these markets are often high and so are the investment risks.

Indeed, the experience of investors who ventured into the world's lesser-developed markets before last October's stock market crash has led many of them to become very cautious subsequently. It did not take much Western investment last year to overwhelm some markets, particularly those around the Pacific which were the focus of much attention.

The problems for investors associated with illusions of market liquidity – such as their over-estimating their ability to sell at close to current prices – were very great on these smallar markets. Of course, liquidity illusion was not restricted to the small markets: selling even on the New York Stock Exchange was no picnic. Nevertheless, there are those who counsel against too much caution.

Laszlo Birinyi, a New York-based equity analyst for Salomon Brothers, likens investor attitudes to those of a cat burned by sitting on a hot stove; the cat avoids the stove even when it's cold. However, Salomon is following these emerging markets with growing interest. The latest from the firm contains all kinds of information of the "Just Fancy That" variety:

■ Tha sixth-largest stock market in the world in 1989 was (you'll never guess) Egypt.

■ While much is made of Spain as "e market of the future," and its ranking of 11th in the world in terms of capitalisation last year, in 1975 it was the world's fourth-largest.

■ The best-performing stock on tha Amarican Stock Exchange in New York in 1986 was Philippines Long Distance.

■ Finland was the only European market to achieve new highs in the first part of 1988. Sentiment might have benefited both from perestroika in the neighbouring Soviet Union and from Helsinki's position as tha first market in Europe to open after Tokyo, which (last week notwithstanding) has been the only established exchange to excite investors this year.

There are more serious reasons to study these markets, however, than to win stock exchange trivia contests. Birinyi lists five.

■ You never know which will be the next great market performer. The Nikkei and Dow Jones Industrial Average indices ran just about at parity between 1950 and 1960. Now, while the DJIA is barely over 2,000, the Nikkei stands at over 27,000.

■ Interest in, and knowledge about, these markets grows all the time. The International Finance Corporation's Emerging Market indices are, for example, published in the FT. The interest is driven by the perceived need for broad international portfolios, evidence for which is provided by the diverse performance of stock markets world-wide.

■ The progressive lifting of controls and financial regulations, both within and between countries. While this is encouraging competition in many previously straitjacketed economies, governments, even in *étatiste* states such as Argentina, are being converted to privatisation.

FT-ACTUARIES WORLD INDICES

Country	£ Sterling % change from June 30th 1988	£ Sterling % change since Sept.1st 1987
Australia	+2.9	-16.6
Austria	+2.8	-13.1
Belgium	-4.3	-17.6
Canada	-6.1	-16.7
Denmark	-4.4	-3.8
France	-5.1	-23.7
W Germany	+0.3	-31.3
Hong Kong	-5.6	-33.9
Ireland	-4.0	-13.0
Italy	+0.9	-22.8
Japan	-3.7	-1.6
Malaysia	-11.0	-23.9
Mexico	-7.4	-59.0
Netherlands	-1.8	-24.5
New Zealand	-6.6	-44.4
Norway	-7.8	-38.0
Singapore	-2.1	-29.6
S Africa	-4.0	-40.7
Spain	-6.1	-14.6
Sweden	-1.6	-13.9
Switzerland	-4.5	-33.0
UK	-6.8	-22.4
USA	-3.3	-21.0
Pacific Ex Japan	-0.0	-25.2
WORLD	-10.7	-15.3

© The Financial Times, Goldman Sachs and Co, Wood Mackenzie and Co Ltd 1987

With persistent growing budget deficits unsustainable in many countries, this raises money for governments and reduces running costs. The prospect is thus for further growth in the importance and capitalisation of stock markets in many developing countries.

■ A growing supply of, and demand for, stock. Mutual funds hava been established for outside portfolio investment in the markets of Chile, India, Pakistan, Thailand and many other countries, and the pace of their creation is not slowing down. Unit trusts are becoming more significant in some emerging markets.

Tbere also is e drametic surge of interest among international banks in making equity investment in developing countries by exchanging, at a discount, their Third World loans for equity, although most of this equity is not in the form of portfolio investment. "With the debt crisis in the forefront of everybody's minds, people have forgotten that there are a lot of good companies in Soutb America," a banker remarked.

■ The cross-border expansion of enterprises makes it more important to understand local markets.

It remains to be seen if this increased interest in stock markets will provide e large enougb flow of resources to developing countries to do them any real good. If this is to happen, bowever, tbe quality of informetion on many of the markets will have to improve.

This is not a problem limited to the new exchanges: the most common indices in France, West Germany, Spain, Portugal and Hong Kong, for example, all have significant flaws.

Cbenges will elso be required to reduce obstacles to foreign investment, a course of action which, for local political reasons, could be difficult to take in some countries. It is worth remembering the fuss thet Kuwait's stake in British Petroleum has caused among politicians in Britain.

Apart from those countries which exclude foreigners altogether, in others such as South Korea, Brazil, India end Taiwan, external investment can be made only through mutual funds. Other markets restrict the types of stocks foreigners can buy.

Still more, including Argentina, Chile, Colombia, Ecuador and Peru constrain the ability of foreign investors to repatriate capital. And in Austria, Greece, Indonesia, Portugal, South Korea, Taiwan, Thailand and Turkey, limits are imposed on the allowed movements of stock prices on a given day.

Stephen Fidler

WALL STREET

Jobs slowdown hints at rally

THE US stock market could be poised for a rally. The torpor and uncertainty that have weighed on the market all August like a Manhattan heatwave were dispelled early on Friday morning. Stocks and bonds soared in value and may continue their rise or, at least, consolidate Friday's gains when the stock market reopens on Tuesday, a day late because of the Labor Day holiday.

The breath of statistical air that blew away the markets' gloom came, eptly enough, from the Labor Department. For months, US financial markets have been watching with growing trepidation as the economy goes on creating new jobs. It has become an item of faith on Wall Street that full employment will mean higher wages and prices, higher interest rates, and lower stock and bond values.

The markets' fears have been compounded by the knowledge that the Federal Reserve is watching the monthly employment report with equal interest. The half-point rise in the discount rate effected by the Fed early in August followed hard on e strong employment report for July.

By this week, the report for August had become a sort of bugbear. Trading in both stock and bond markets had all but dried up for fear of what it would it bring.

As it turned out, Friday's report was most encouraging for holders of US financial assets. Non-farm payrolls rose by 219,000 jobs in August. This was just a little less than the market expected hut it came with a big edjustment of those troublesome July figures.

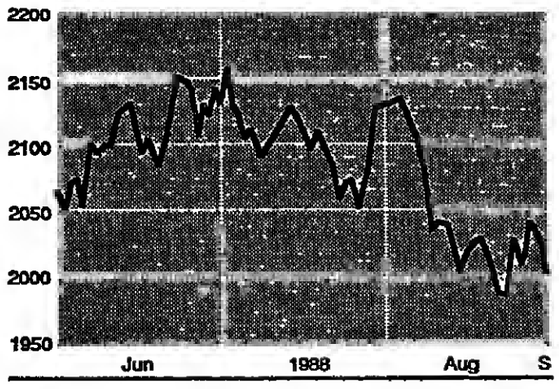
Instead of 283,000 new jobs in July, the economy created just 200,000. As for the jobless rate, which was at e very low 5.4 per cent, this rose in August to 5.6 per cent.

Tha markets responded sharply. The dollar continued its strong rally against the yen (and, for that matter, sterling) while bond prices took off, with the Treasury long bond edding nearly two points in jnst 20 minutes of trading. Stocks were np nearly 30 points in the same short period. But then, both rallies petered out for lack of participation. Many professional and institntional investors had already left for the long weekend.

As they fret eway their enforced leisure in Quoque or Nantucket, they will have to decide whether Friday's brief surge can form the basis of e rally when they get back. As Hugh Johnson of First Albany put it on Friday morning: "The employment data might just be the catalyst."

The arguments in favour are quite good and are ticked off quickly. The market has been sold off 5 per cent from its midsummer peak and might be, in Johnson's words, "modestly undervalued." Investing institutions hold big portions of their assets in cash, which could be deployed quickly into stocks. Pessimism abont the economy and interest rates is rife, and that is – in the looking-glass world of the stock market – a bull point.

Dow Jones Industrial Average



Meanwhile, the dim set of employment figures for August, should herald e set of weak economic statistics throughout the month which should allow the bond market to shed some of its inflationary expectations.

Some traders on Friday were already seeing parallels with the last decent rally in the stock market which occurred just after Memorial Day (the holiday which starts the American summer, as Labor Day ends it). Four deys before Memorial Day, the Dow Jones Industrial Average dropped to 1,941.48 on volume of 102.64m shares. This was a low for both price and volume, and the next month brought e 200-point rally.

The hope on Friday was that the low trading volumes of the past week, and the Dow of 1,989.33 two Tuesdays ago, will prova to have been similar turning points.

If this sounds like wishful thinking, it is hard to find anybody who thinks the rally will amount to much, even 200 points. "It's hardly going to be eye-popping," Johnson said.

The main reason for caution lies in the stock and bond markets' present temper. The low volumes and small price movements of recent weeks are not simply the signs of markets becalmed in summer doldrums. The markets really do not have much of a clue about where the economy and interest rates are going. They are imprisoned by counterbalancing expectations of rising interest rates and recession.

For example, the bond market is warning of higher rates; but weak cyclical stocks (such es steel and cbemicals) and strong bank stocks would seem to signal a low interest-rate recession.

In addition, the Fed's tighter stance has pushed up short-term interest rates by a full percentage point since Memorial Day. Rates might be higher but for the strength of the dollar, and the currency could again come under pressure. Stocks could rise a bit, but, as Johnson predicts: "The low levels of interest and conviction will probably persist beyond the summer."

Monday	2041.42	+ 24.00
Tuesday	2038.23	– 03.20
Wednesday	2031.65	– 06.58
Thursday	2002.31	– 29.34

James Buchan

FINANCE & THE FAMILY

The calm over London Life's talks with AMP is about to be disturbed, says **Nick Bunker**

Quiet please. We're talking mergers here

THICK BUNDLES of documents should be thumping ooto the doormats later this month of some 66,000 people who hold policies with London Life, one of the UK's oldest mutual life insurers.

The papers will be mostly rather dehydrated stuff – they have been drawn by actuaries and by two City law firms, Freshfields and Herbert Smith – but they could also prove to be highly controversial.

For the documents will contain the small print of London Life's plans for a merger with Australian Mutual Provident, the biggest insurance group in the Antipodes.

Since those plans were first disclosed at London Life's annual meeting ou May 20, a discreet hush has descended over the whole affair, in spite of the fact that a merger of this kind is virtually unprecedented in the industry.

The calm is about to be disturbed, bowever, hecause a small minority of courteous but very articulate policyholders who work in the City have expressed strong opposition to Oliver Dawsou, London Life's president.

A letter of protest has also gone to Arthur Russell, head of the Department of Trade and Industry's publicity-sby Insurance Division, which has a statutory duty to ensure protection of policyholders' reasonahle expectations in cases of life assurance mergers and acquisitions.

One objector, Richard Raehurn, an investment banker, says: "Events of the last few months at London Life may give the impressiou – rightly or wrongly – that the interests of employees are being given precedence over those of policyholders."

In the spring, London Life's directors signed heads of agreement for a merger with AMP because the company felt it was too weak to form a viable unit on its own in an increasingly competitive life assurance market.

After last October's equity market crash, London Life had said it was reducing some honus rates, and drastically cutting its operations hy firing 100 staff and closing six hranches, because over-rapid growtb had strained its financial resources. A key problem was its high expense ratio: 23 per cent in 1987.

The solution was that its life fund would become a "sub-fund" within AMP. The Australian group has a small UK subsidiary but London Life would operate separately under its own name, retaining its non-commission paying status and selling via its 130 direct salespeople. But it would receive capital support from AMP, which would control its board. AMP has a history of paying commissions in the UK and at home.

So far, says London Life's managing director, Dr John Evans, it bas received only about 50 letters from policyholders about the merger.

He says: " About two or three – maybe half a dozen at most – bave indicated that they are not in favour. I would think that the percentage of policyholders who are against it is very small."

London Life has, bowever, hired Valin Pollen, the public relations firm, to conduct a survey of policybolders' attitudes, which it says it will release to the press.

But Raeburn and his fellow ohjectors argue that Dawson and his fellow directors have never spelled out the benefits for policyholders – or the precise reasons why they ruled out the two other options for solving London Life's difficulties. They have noticed that the AMP deal means that London Life's senior management – some of whom may share responsibility for its problems – will stay in place.

Dr John Evans (left) London Life managing director with Oliver Dawson, president

The two courses London Life could still pursue are, firstly, to close itself to new business, removing the need for new capital. This would cut expenses dramatically if management of the fund were then sub-contracted.

Secondly, it could pursue "the Equitable option" - meaning seeking a merger with another UK mutual, the obvious candidate being the Equitable Life, the leading non-commission paying office. London Life and the Equitable *did* hold talks that could have led to a takeover of London Life's assets and liabilities, though Dawson did not tell policyholders about them.

It is understood that the talks foundered because London Life would simply have been swallowed up: one probable by-product would have been big job losses at London Life, with the victims including senior management.

Another potential objection to the merger centres on AMP's UK investment record. A survey by *Money Management* magazine of with profit-endowment policy returns shows that a 25-year, £30 per month policy with AMP would have produced only £30,894 at maturity in 1987. The figure was £41,890 at London Life and £41,741 at the Equitable.

Raeburn's letter to Dawson says: "The proposed merger appears to be particularly unsuitable in view of the character and the investment record of AMP in the UK. Policyholders in London Life originally invested in a concewrn that distinguished itself from much of the rest of the insurance sector by not paying commissions and by demonstrating a consistently excellent investment record."

Nor is he pleased that Ian Salmon, chief of AMP's international operations, and Lord Catto, who chairs AMP's own UK board, have already become directors of London Life – *before* it has officially given the go-ahead for the merger. Dr Evans insists that the two men do not influence deliberations on the subject. "They physically go out of the room when it is discussed," he says.

In theory, the legal complexities governing life compoany mergers should provide plenty of opportunity for objectors to have their say.

London Life is preparing the documentation to be sent to policyholders in advance of an extraordinary general meeting. This has to be held to approve amendments to its articles of association to allow the merger to go ahead: the amendments will require the support of 75 per cent of eligible policyholders who vote.

However, while London Life has about 335,000 policies in force, and more than 150,000 individual policyholders, only the 66,000 who have individual with-profits contracts are eligible to take part in the ballot. London Life has provisionally booked a hall for the meeting at the Barbican in London on October 19, but the date may change if it takes longer than expected to produce the documents.

London Life also has to comply with section 49 of the 1982 Insurance Companies Act, which lays down that any transfer of business from one life company to another has to be sanctioned by a High Court judge.

Dawson's team expects to petition the court this month or in early October, hoping for a November hearing. Anybody who considers he or she might be adversely affected by the merger – including employees and members of the general public – can attend to challenge the transfer.

The DTI's Insurance Division is not specifically required to appear at the hearing, though it can do so and an objection from its officials would probably scupper any merger. Dr Evans says that the DTI "has been kept fully informed of developments. They have raised no problems."

But, at least until the hearing and probably not even then, policyholders will have no opportunity to find out for themselves what the DTI really thinks.

Fees headache

THIS IS the time of the year which many parents dread. The time when they have to find the mouey to pay scbool fees for private educatiou or to meet university or college bills.

Some parents will have heeded the warnings to plan well in advance. But the rise in private school fees over the past 10 years has escalated rapidly, way beyoud expectations. And this year, after the Budget decision to scrap tax reliefs on deeds of covenants, it is going to be a much harder job to persuade grandparents, relations or friends to help out if they are not doing so already.

So many pareots, especially those wbo have made no preparations at all, are suddenly faced with the prospect of paying befty fees out of income at a time when the cost of borrowing has gone up sharply.

There is no easy way to relieve the pain. Borrowing money is expensive and there are no tax dodges to reduce the cost. All you can do is grit your teeth and see how much you can scrape up out of existing capital and income. Only after that should you consider borrowing.

You should theo work out if you will need to borrow money for a short period or a longer term. For a sbort-term loan it is probably best to approach your bank manager and see what can be arranged. The interest rate may be high, hut it is less costly than taking out a longer term loan. You could also look to see if any of your existing insurance policies or pension plan include a borrowing facility.

But in the end, the normal source of extra funds for hard-pressed parents is their house. You can either take out a new, larger, mortgage to replace your existing one. Or go for a second mortgage on top of your existing one. If you decide on a second mortgage, you will probably have to pay a higher rate of interest since the lender is at greater risk because the first mortgage has priority for repayment in the event of a default.

Tony Murrell, managing director of school fee specialists Frazer Marr says that if you need to borrow for a longer period, the best bet is to go for what is called a draw down loan. Basically this is an arrangement under which the lender agrees to loan you an agreed maximum sum, but you only take out what you need at the time and are only charged interest on the amount you have actually drawn out.

There are no sbortage of lenders prepared to provide loans of this sort. But yon have to watch out. Trevor Downing, of Berkeley St. James, says it is

nothing short of scandalous that some lenders, including respectable names as well as loan sharks, charge high rates (snch as 19 per cent) even when the loan is secured against your house and much lower rates are available.

The best known School Fees Loan plan is probably the one offered by ISIS (Independent School Fees Service) in conjunction with NatWest Bank and financial advisers; Claremont Savile. Under this plan an educational fund account is set up financed by a loan, up to 80 per cent of the security (normally a house) provided and 2½ times either parent's income. The interest rate is 2.5 per cent above the current NatWest base rate, but with a minimum rate of 10.5 per cent.

The loan can be repaid over any period between 10 to 25 years, or at your 65th birthday, by using a low-cost endowment policy.

Similar schemes are offered by a variety of life companies banks and intermediaries. The Bank of Scotland has two separate schemes – the Assured Plan marketed by Standard Life and the Immediate Plan sold by Sun Life of Canada – where the interest rate is only two per cent above base rate.

Although the interest rate seems fairly reasonable, this type of plan is very expensive, since you face paying the endowment policy premiums, the interest on the amount actually borrowed and various additional fees.

It is in effect an additional mortgage, at a higher cost. In the scheme offered by Berkeley St. James, for example, where you replace your existing mortgage with a higher amount, you pay the standard interest rate on the home loan element and an additional one per cent on the money drawn out to cover the schcol fees. So it is very much a last resort.

You may be able to use a pensiou plan, instead of an endowment policy, to repay the loan. But this is a tricky area. The proceeds of pension policies are not legally assignable and the lump sum you can take out has now been cut to 25 per cent of the total worth of personal pensions plan.

Murrell claims that deeds of covenant can still be tax efficient in paying school fees, in spite of the changes in this year's Budget. For example a deed of covenant establishes that a regular gift is being made out of income and may well be allowed by the Inland Revenne as an additional exemption to Inheritance Tax over and above the normal £3,000 a year.

At the same time gifts made direct to a child can be invested in tax-free investment vehicles, such as National Savings products, to make use of the child's personal tax allowance of £2,605 as well as possibly reducing the donor's Inheritance Tax liability.

But, as Murrell cheerfully puts it: "Hesven help the parents who have left providing for school fees too late. They face an expensive time."

John Edwards

Split affects investors

A SPLIT IS developing in the unit trust industry that affects the investor directly. Hill Samnel this week became the ninth group to raise to 6 per cent their initial (front load) charge on purchases of unit trusts. It, also increased its annual management fee on most of its trusts to 1.5 per cent.

However, the Royal Trust of Canada has gone in the opposite direction by virtually scrapping the initial charge on its Prestige Portfolio trust, which includes a range of 11 sub-funds. Adrian Collins, chief executive of Royal Trust Fund Management, dropped this minor bombshell when he introduced (for the first time for an onshore fund) almost the same charging structure used by the offshore Capital Strategy fund which he launched some four years ago when he was at Gartmore.

Under the reorganisation of the Prestige Portfolio, the initial charge will be abolished and the bid/offer spread will be reduced to only 0.5 per cent to cover the stamp duty. But the annual management charge will be lifted to 1.9 per cent, of which 0.75 per cent will be paid to intermediaries.

In fact, intermediaries also will be offered the choice of negotiating an initial fee with investors who are prepared to pay for their advice in selecting the right fund. However, this can be done only if the investor signs a special form authorising Royal Trust to pay an agreed fee to the financial adviser. In that case, Royal Trust would act merely as collecting agent, but it would pay no initial charge to the intermediary unless the special form of anthority had been, signed by the investor.

Other changes are that the minimum investment in the Prestige Portfolio trust will be reduced from £2,500 to £500 and the holdings will be non-certificated. Instead of issuing a certificate specifying the unit trust holding, the investor will be given an account number that can be used for any dealings. This, says Collins, will lower the administrative costs as well as reducing paperwork for the investor.

Free switching between the 11 funds within the Portfolio will continue but there is a capital gains tax liability when you do switch. This puts it at a disavantage to funds like Capital Strategy, the offshore status of which enables it to provide switching free of any tax.

Nevertheless, Collins claims he is breaking new ground by scrapping the initial charge and throwing down the gauntlet to other groups. He believes this move will emphasise the divergence developing already between groups with sales forces and tied agents, and those selling through independent intermediaries. Groups with their own sales forces would be under the greatest pressure to raise their charges, while independent intermediaries would be moving towards fees instead of commissions.

Apart from Hill Samuel, the eight other groups to raise their initial charges to 6 per cent (as shown in the daily listing of unit trusts in the *Financial Times)* are Abbey Life, Citicorp, Confederation, Equitable, FS Investment, Providence, Prudential and Scottish Provident. All have their own sales forces except Citicorp, a newcomer to the UK unit trust scene.

Others are expected to follow as a result of costs being raised by the need to comply with the new financial services legislation, as well as the loss of rounding-up and "box" profits. But Collins feels that groups depending on independent intermediaries – who will be forced to disclose their charges to investors and opt for fees – will prefer to go down the no-front-load road to be competitive.

This option accounts for a large part of the sales of US mutual funds. There is, however, considerable sceptism within the UK industry as to whether the investor does better by paying little, or no, initial chargs and a higher annual management fee.

In the long run – and unit trusts are supposed to be long-term investment – a higher annual fee will reduce the performance of a fund. But the crossover point could be some years ahead, since the absence of an initial charge means that more of the investor's money is able to start earning right from the start. An investment of £1,000, instead of £940, should do better for some time even if 1.9 per cent, instead of 1.5 or 1 per cent, is deducted each year.

Adrian Collins, of Royal Trust Fund Management

How soon the crossover point is reached, and the return on your money, depends mainly on the investment performance of the fund. The Royal Trust Preference Share fund was the top-performing unit trust over the past 12 months – but this was an unusual period including last October's market crash when any fund that didn't lose money was doing well. Otherwise, the performance of the Royal Trust funds is far from brilliant and its Hong Kong Portfolio trust has been a disaster.

John Edwards

Trust values slide

AUGUST WAS another poor month for unit trusts and, according to Opal Statistics, fewer than 10 per cent of the 1,212 funds managed to record gains in value. On an offer to offer basis, the valne of the funds dipped on average to £969 for every £1,000 invested.

International funds made up the bulk of the top 25 performers; 17 of the 25 worst-performing funds were UK-invested.

The effect of October's stock market crash continues to depress the performance of unit trusts over the past 12 months. On average, they dropped in value to £765 on an offer to bid basis for every £1,000 invested.

Investment trusts followed a similar pattern and also lost value on average in August. However, rumours of a possible takeover bid pushed Cambrian & General into the top spot, and TR Industrial & General's share price was boosted by the bid from the British Coal pension funds.

Over the past 12 months, the value of investment trusts was on average down by just over 19 per cent.

Keeping your options open

THE SPECTACULAR growtb of share option schemes during the 1980s bas produced rich pickings for many employees, writes David Cohen. Amid the euphoria very little attention has been paid to the unfortunate minority who are denied the chance to cash in their incentives. As these deprived employees now fight hack through the courts, a trickle of litigation has begun that soon could turn into a flood.

There are two kinds of "approved" share option schemes that confer special tax privileges on employees. Savings-related schemes were introduced in 1980, followed by executive schemes in 1984.

There are a number of important differences – in particular, all full-time employees must be given a chance to join a savings-related scheme whereas participation in an executive scheme is at the company's complete discretion. However, the basic operation of both is the same.

Employees are given the "option" to buy shares in the future at a price fixed when the option is granted and which usually is the market value of the shares at the grant date (90 per cent under a savings-related scheme).

If the share price rises during the option period, the employee can exercise his option and then sell the shares at an immediate profit.

However, under both schemes options cannot be exercised until a number of years after grant – typically, three years for the executive scheme and five years for the savings-related.

Occasions on which earlier exercise is permitted are restricted severely. Usually, the only exceptions will be if the option-holder loses his job through no fault of his own (because of illness, redundancy or death) or if the scheme company is taken over.

So, if an executive is made redundant two years after being granted an option, he should be able to exercise it early and cash-in on any increase in the share price.

What, though, is the position of an employee who leaves his company for a reason that does not justify premature exercise of his option?

He will not be able to exercise it before be departs because that will be too early, and he will then run up against the invariable rule that options can be held only by actnal employees of the scheme company. Since he is now an ex-employee, he will lose his option without ever heving had the chance to benefit from it.

This type of problem has been at the heart of two recent court cases.

The first was brought against the CPS computer group by two employees of one of its former subsidiaries, Data Entry International. They had been granted options under the CPS share scheme at a time when Data Entry was part of the CPS group. CPS later transferred Data Entry's business – together with its employees – to another company.

The question for the court to decide was if the employees had been made redundant. If so, they could exercise their options and cash-in on substantial profits. If not, their options disappeared on the date when they and the rest of the Data Entry staff left CPS.

Because the executives had taken new jobs with the purchaser of the Data Entry business, they were not in a position to claim redundancy monies from CPS. Nsvertheless, the court decided that, for the *purposes* of the *share* scheme, they had been made redundant and were entitled to their option profits.

The second case fell on the other side of the line. ASDA-MFI, the grocery and furniture chain, sold off one of its subsidiaries, Wades Department Stores. More than 200 Wades' employees held options under the ASDA share scheme. Following the sale of Wades the employees were told that, because they were no longer part of the ASDA group, they had lost their options. They challenged this in court.

Their argument was that since ASDA had created the options, it should not be allowed by its own action – the sale of Wades – to destroy them. But the judge was unimpressed by this reasoning and sent the employees away empty-handed.

These two cases – with very similar facts but diametrically opposite results – highlight the uncertainties that seem to bedevil this area of law and make it something of a lottery for disappointed option-holders.

Equally difficult issues may arise (although they have not yet reached the courts) when an individual is sacked before he can exercise his option.

Suppose, for example, that Mr A, a senior executive of XYZ plc, has a service contract that runs until 1991 and a valuable share option exercisable from 1990. In 1988, he is dismissed in breach of his service contract. If XYZ had honoured his contract, he would have been able to profit from his option. Is A entitled to compensation for the loss of that potential profit?

This question is likely to be of practical importance to a significant number of employees, and their employers, and it is understood that several such cases are wending their way towards the courts. Although the rules of share schemes invariably exclude any claim for compensation, there are considerable doubts as to whether this exclusion will be upheld by the judges.

■ *David Cohen is a partner in the London law firm of Paisner & Co.*

Fixed rate offer

ABBEY NATIONAL announced yesterday that it is to offer a fixed rate mortgage at 11.3 per cent, with the rate held for three years from the date of completion. The loans will only be available on endowment or pension mortgages of over £40,000.

It claims to be the first major building society to offer a fixed rate mortgage, although the Skipton Building Society did so a few years ago. The Abbey says only "limited funds", borrowed from the wholesale money market, will be available but will not specify the amount since it may release extra funds if there is a strong demand.

Any announcement about its normal variable rate, currently 11.5 per cent, is expected to be delayed for at least a week bearing in mind widespread forecasts of another rise in base rate. However, the Halifax has said an increase from the present level is inevitable by October 1.

Meanwhile, a foretaste of things to come is provided by the decision of the Mortgage Corporation to lift its standard home loan rate from 11.4 to 12.65 per cent, effective September 1.

Allied Dunbar and Credit Agricole also announced higher mortgage rates this week.

J.E

FINANCE & THE FAMILY

Eric Short considers the personal pensions system

A beggar's muddle

AT THE START of last month, when personal pensions for employees became permissible, the new system imposed by the Life Assurance and Unit Trusts Regulatory Organisation (Lautro) for use by life companies to illustrate the benefits on personal pensions also came into operation. Unfortunately, it has caused more confusion than clarity.

Personal pensions come in two versions – the appropriate personal pension (APP) used to contract-out of the State Earnings-Related Pension Scheme (Serps), and the plain personal pension (PP). Each has its own contribution and benefit conditions, so they are treated as separate contracts. In keeping with this, Lautro has produced two completely different methods of illustrating benefits.

Naturally, the employee considering a personal pension wants to have some idea of the total benefits – including cash lump sum – provided by each version. However, employees and intermediaries are finding that they cannot add the two illustrations together because of the different basis used for each part. And, under the Lautro rules, life companies cannot provide a single comprehensive illustration as they could in the past.

There are two approaches to preparing illustrations. One is to show the pension and cash sum solely in money terms. The other is to indicate the pension in real terms, adjusted for inflation, to show its worth in today's money values.

There are arguments for and against either, but one would have thought that consistency in the choice of method was essential. However, that is not the view taken by officials at Lautro, who have used a real-term basis for APPs and money terms for PPs.

Following is a brief interpretation of Lautro's rules.

APPROPRIATE PERSONAL PENSIONS

The illustration must show only the pension secured by the contributions (which are fixed in terms of the employee's earnings) paid in the current financial year. The pension is shown on two different assumptions: (a) that the underlying investment return will be 0.5 per cent a year more than the rise in national average earnings, and (b) 2.5 per cent more.

The illustration shows the accumulated pension savings, in today's money terms, of the contribution paid and the pension secured by those savings – the deduction for charges and annuity rates being laid down by Lautro. The pension thus forecast is then compared with the Serps benefit secured by the current year's contribution.

The rationale for using such a comparison would appear to be related to the theoretical method of selling APPs – that employees should each year re-assess their APP against Serps to judge which is the better buy. In practice, though, employees and intermediaries want to know the total expected pension at the outset, not built it up year by year.

The situation is confused even further with the transfer values that have to be shown in the cancellation notice. These show in money terms (not adjusted for inflation) the illustrated monetary amounts on the contract (based on that current year's contribution) at the end of each of the first five years.

Not surprisingly, bearing in mind the different monetary base used, the transfer value shown after five years looks much higher, in numerative terms, than the value shown at the end of the whole contract. Most employees need a face-to-face meeting with an intermediary to have explained why the £ sign in front of one figure is different to the £ sign in front of the other.

PERSONAL PENSIONS

With PPs, the Lautro illustration system shows the cash accumulation at the chosen retirement age (between 50 and 75) of all the contributions paid to retirement – assuming two absolute investment returns of (a) 8.5 per cent and (b) 13 per cent, after allowing in both case for standardised expenses laid down by Lautro.

The illustration can assume:

- Fixed-level monetary contributions.
- Pre-determined increases in contributions.
- Expected price inflation, in which case it is supposed that prices will increase by 4 per cent a year under investment assumption (a) and 10 per cent a year under investment assumption (b).
- Anticipated salary growth, in which case it is supposed that salaries will grow by 5.5 per cent a year under assumption (a) and 10 per cent a year under assumption (b).

There is no requirement to show the pension bought by these cash accumulations – a strange omission considering that at least 75 per cent of the cash must be used to purchase one. But if an annuity is shown, the basis is laid down by Lautro.

The cash sum and pension values will be in money terms related to the date of retirement.

So, to "help" the employee relate these values to present money values, the life company has to enclose a Lautro-prepared inflation statement (only three pages) which consists of abbreviated compound interest tables and far-from-simple explanatory notes, including mathematical formulae, on how to use the tables. The life company is not allowed to set ont its own explanation or interpretation.

Lautro considered, and rejected, showing real values on current money terms for two main reasons – employees do not understand real value illustrations and, second, they want to know what cash sum they can expect, particularly for pension mortgage considerations.

The tables show a real-life example of the different illustrations used for APPs and PPs. They demonstrate that, because of using money terms, for personal pensions, we have not got away from telephone number illustrations.

Many life companies and intermediaries want rolled-up, money-based illustrations, while the company pensions establishment wants real value quotations – the basis on which company final-salary schemes operate – so that direct comparisons can be made.

One thing is certain. The present system – in the words of one leading registered insurance broker – is a "beggar's muddle" and must be changed.

APPROPRIATE PERSONAL PENSION
Investment In With Profits Fund

Member – Male aged 28 Retirement at Age 65
Estimated Earnings in tax year 88/89 £ 16,230
Tax Year 88/89

Employer's contracted out rebate		£533.25
Employee's contracted out rebate		£200.66
Plus return of basic rate tax paid on employee's rebate		£ 93.55
2% Incentive		£280.66
Retirement benefits	0.5% p.a. real rate of return	2.5% p.a. real rate of return
Fund at normal retirement age	£2,290	£2,600
which provides		
Member's pension	£103 p.a.	£242 p.a
Spouse's pension	£52 p.a.	£121 p.a
Corresponding SERPS benefits given up:	Member's pension	£61 p.a
	Spouse's pension	£30 p.a.
Transfer values after	1 year	£1,251
	2 years	£1,389
	3 years	£1,812
	4 years	£2,351
	5 years	£2,916

Note: Benefits shown are adjusted for inflation, while transfer values are not.

PERSONAL PENSION
Investment With Profits Fund

Member – Male aged 28 (Employed)
Retirement age 65

1) Contributions payable monthly from 01/09/88 for 36 years 5 months, increasing in line with the Index of Average Earnings.

Employee's gross monthly contribution (initially) £40.00

2) Benefits illustrative retirement benefits:

	8.5% p.a. rate of return	13.0% p.a. rate of return
Fund at normal retirement age	£177,000	£761,000
which provides Tax free cash	£ 44,300	£190,000
plus Member's pension	£ 15,300 p.a.	£ 74,100 p.a.
Transfer values after	1 year	£ 307
	2 years	£ 682
	3 years	£1331
	4 years	£2195
	5 years	£3324

Vanessa Houlder looks at a new type of BES

Lure for landlords

INVESTORS INTERESTED in the Business Expansion Scheme may soon be bombarded with a glut of prospectuses. New schemes are being unveiled thick and fast, with at least 20 issues, worth an estimated £200m, expected to come on offer by the end of September.

All this activity represents the early fruits of a new type of Business Expansion Scheme – those investing in assured tenancies. The current proliferation of issues is designed to attract investors who can, before October 5, boost their tax relief by carrying back half of their investment (up to a maximum of £5,000) to the 1987-8 tax year.

This new category of BES introduced in this year's Budget is a product of the government's ambition to revitalise the private rented sector. It reflects two pieces of legislation: the Budget changes that allowed the rented residential property sector to qualify for the BES and the forthcoming Housing Act. This Act should ease the role of a landlord by establishing market rents and making it somewhat easier to regain vacant possession of properties.

The idea of the assured tenancy BES is that investors get income tax relief (at their highest rate of tax) to invest in qualifying companies. These companies in turn buy houses, each worth at most £85,000 (or £125,000 in London) and rent them on an assured tenancy basis. At the end of five or more years, the shareholders are free to pocket the profits made on the sale of the properties or company without paying any capital gains tax. In this way, investors have a chance to invest in a traditionally "safe" investment, which would typically give 17 per cent capital growth a year, assuming a 10 per cent annual rise in property prices and 40 per cent BES income tax relief.

ASSURED TENANCY BUSINESS EXPANSION SCHEMES

Company or Fund	Sponsor	Max to be raised	Closing date
Burlington Estates	Northern Stockbrokers	£5m	30 September
Glasgow Merchant City Homes	Neill Clerk – 041 332 2055	£2m	22 September
City North Properties	(Contact SCM 242 0171)	£5m	2 October
First Cambridge	Chancery 486 717	£5m	1 October
Yorkshire Housing Trust	Capital for Companies	£5m	25 November
Grampian Assured	Minster Trust 623 1050	£5m	5 October
CAT Fund	Capital Ventures	No limit	5 October
First Johnson Fry	Johnson Fry 439 0924	No limit	None

So much for the theory. What are the snags? The main risk, clearly, is one of a poor performance by the property sector. Although few pundits predict an actual fall in prices, many believe that the market, particularly in the South, is overheated. Even if prices merely pause for breath, the 10 per cent rise per year commonly cited as a base projection may prove to be over-ambitious.

A separate concern is the question of whether the company will get vacant possession of the properties at the end of the five years. That is important, since assured tenancy properties will probably sell for substantially less than vacant properties – although quite how much less nobody knows. Although some players, such as Nationwide Anglia, which launches its fund on September 15, expect houses to remain in the rented sector, many companies assume that the houses will be empty at the end of period.

The tactics expected to achieve this vary. Under the terms of the Act, tenants can renew their leases, at an open market rent, for as long as they like – unless there are three-month rent arrears, demolition plans or suitable alternative lodgings. But many operators believe that tenants will have little incentive to stay in the property – unlike statutory tenants which benefit from low "fair rents". Many companies will be specifically targetting short-stay occupiers, such as students or young professionals.

What should investors look out for when picking a scheme? The most important influence on house prices will probably be location - one variable over which investors have a good degree of control. Schemes have already been launched to invest specifically in Glasgow, Aberdeen, London or Cambridge or - through a scheme launched by the largest BES sponsor Johnson Fry - a combination of any of seven different regions in the UK.

The Johnson Fry scheme may prove one of the largest on offer, as the number of companies established to cover each region will expand to meet demand. There is also an added option of a company investing throughout England, Scotland and Wales and an 'income' company that will invest in companies that produce a relatively high income which will then be distributed to shareholders as dividends.

Investors should also make sure there is a proven demand for rental accommodation and a realistic projected yield. A high yield is not always an attraction. It sometimes signifies a depressed market where prices are low and likely to stay that way.

However, it is an added incentive in areas where prices are tipped to catch up with the south of England. Take, for example, Glasgow where two companies, Norcity and Glasgow Merchant City Homes, have been issued with projected yields of 12-15 per cent.

A high yield is also an attraction in the case of City North Properties. By sub-dividing large Victorian houses in North London into six or seven flatlets, rental yields of about 10 per cent should be achieved.

The vigour with which institutions are piling into the sector is a promising sign that the government's ambition to build up the rented property market may take off. Stephen Rowe of BES Investment Research, for example, believes that the market in assured tenancy BES could exceed £500m this year.

Success will, of course, depend on the enthusiasm of investors. But there is no need to be in a hurry to invest.

"Unless you see something that is too good to miss, there must be a tendency to wait and see," advises John Spiers of BES Investment. "

FINANCE & THE FAMILY

Accountants threw out papers

In 1975 I acquired a company by a complicated management buy-out. Ten years later I sold that company and am now in the process of agreeing capital gains liability with the Inland Revenue.

I cannot say from my own memory and records what the actual value of the company was in 1975 when I took it over. I therefore wrote to the chartered accountants who managed the buy-out and handled all the documeutation and paperwork and asked them if they would let me have sight of the papers so thet my present accountant could calculate the market valne of the company at the time. The accountants who managed the buy-out say they do not have their records and cannot assist me.

I feel that it is somewhat irresponsible for a firm of chartered accountants not to maintain records of an important capital transaction which took place only ten years previously. Can yon advise me please what remedy I have against them? There is no questiou of any ontstanding fees for they were paid in full at the time.

Unless you specifically asked the accountants to retain their old papers (and offered to bear the cost of storage), we do not see that you have any cause for complaint that they decided to destroy them after seven or eight years. It was surely reasonable for them to assume that, if you had lost your own records of the transaction (or had failed to keep adequate records in the first place), you would have been in touch with them some years ago.

Fully paid pension

In August 1987, I received a letter from the DHSS informing me that up to and including the 1986/87 tax year, I have enough NI contributions for 100 per cent of the full rate of basic pension, to be paid when I am 65.

I am 65 in September 1991 aud I am coutluuing iu full-time employment and my employer continues to deduct the full NI contribution – notwithstanding the fact that I have completed enough contribntions for 100 per centbasic pension (to be paid at 65), as at April 5 1987.

In view of the letter from the DHSS can I not opt out of that portion of the NI contribntion that concerns basic pension? Can I get a rebate for the excess payment since April 5, 1987?

National Insurance contributions are a tax which you are required to pay by virtue of employment or self-employment. They should not be compared with other types of insurance contributions where a given quantity of premium payments entitle you to a given level of benefit. There are minimum contribution tests and you have obtained confirmation from the DHSS that yon have satisfied the minimum contribution test to get your full rate of basic pension. The fact thet you have passed this minimum test does not mean that you can stop paying social security contributions which your employer is required to deduct just as he is required to deduct income tax PAYE.

Bouncing cheque

My self-employed son decided to sell his house in the Midlands for £70,000 last year. He found a hnyer and then exchanged contracts for a third-of-an-acre plot of building land in the country, getting £3,000 from his bank for a deposit on the purchase price of just under £29,000. Planning permisslou was ohtained to erect a prefabricated house on the land. This would have given him a residence for a total cost, including the land, of not much above £55,000. At the time he was working on contract for a company which was supplying his new building.

He completed the sale of his own house last October and, by agreement with the new owners, the family remains there at a rental in excess of £300 per month. But no money from the company employing him was paid after December 1987, despite repeated promises. The crunch came a few weeks ago when the company's cheque finally arrived and bounced. That happened when purchase of the building land had to be completed immediately or be forfeited.

I provided the money to complete the purchase and arranged to acquire another house for him and his family at £80,000. His only asset was the building land; that was put up for sale and is in the process of being sold for £55,000. So, his new house will be paid for in his name – with the profit on the land, a bank mortgage of £15,000 and a second mortgage provided by me. He is now virtually penniless.

Does the profit on the sale of the of the building land rate for capital gains? In the strict letter of the law, it would seem to me that it does but can the tax inspector waive it?

On the bare facts outlined, we expect your son's tax inspector to demand CAGT on the sale of the building plot, rather than income tax under section 776 of the Income and Corporation Taxes Act 1988 (Transactions in land: taxation of capital gains).

Land sale challenge

Last year an aged uncle sold the smallholding on which he lived. Contracts had been exchanged, purchaser's deposit paid and completion date agreed for November 2. But uncle died on October 13. Completion was attended to later hy the administrators, including myself.

The solicitors attending to the estate advised that for Inheritance Tax purposes the value of the smallholding would be taxed at the agricultural special rate of 50 per cent. However, the Inheritance Tax people now inform them that as legally enforceable contracts had been exchanged at time of death, the full rate, not the agricultural rate, applies. Are they correct?

The Capital Taxes Office would appear to be claiming that once the contracts were exchanged, the purchase price (money) rather than agricultural land must be deemed to be what your testator left at his death. This has a sound basis in law (the doctrine of conversion), but it may not be correct. If the sum involved is very substantial it might be worth challenging the Revenue, but it is far from clear that you would succeed.

Mortgage query

I am being made redundant at the age of 55 at the end of this month. The endowment mortgage on my house of £8,000 runs up to May 1992. While I propose to keep the insurance policy in force would it be to my advantage to repay the capital £8,000 to the building society from my redundancy lump sum to reduce my outgoings by about £50. Will it be advantageous from an income tax point of view? I am a basic ratepayer on a pension of about £6,000 a year.

You have to ask yourself these two questions, at least:

1. Can I invest £8,000 to produce a larger net yield (after income tax and CGT) than the net amount of interest which I shall pay (after income tax relief) on the mortgage?

2. Am I likely to need a few thousand pounds to meet an emergency in the next 3¼ years? If you repay the mortgage and then have to borrow to meet an emergency, the new borrowing would not have its cost mitigated by tax relief.

On the bare facts, we should be inclined to leave the mortgage to run its course. However, nothing in this reply should be construed as investment advice.

'Fair rent' registration

Can you please let me know when a "fair rent" registration comes to an end. Is it when the tenant for whom it was registered moves out or the two years after the registration.

The registered rent under the Rent Act 1977 applies to the dwellinghouse, not to the tenant. Hence property which has a registered rent continues to be subject to that limit after a tenant has moved out and until a new fair rent is registered: this may last more than two years.

Q&A BRIEFCASE

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

Bridge

GEORGE bids reasonably well, but his dummy play is not of the highest level. During a session of *partie fixe* my first hand was dealt by West, with George in the South seat:

N
♠ 7 5
♥ 2
♦ A K Q J 3
♣ Q J 10 7 3

W
♠ J 6 4 2
♥ K Q J 10 8 7
♦ 5
♣ A K

E
♠ 8 3
♥ 9 3
♦ 10 8 6 4
♣ 9 8 5 4 2

S
♠ A K Q 10 9
♥ A 6 5 4
♦ 9 7 2
♣ 6

With East-West game West bid one heart, North overcalled with two diamonds, and South said three spades. North rebid four clubs, South gave preference with four diamonds, and North bid four spades, which became the final contract.

West led the king of hearts, South won with his ace, and ruffed a heart on the table. He drew three rounds of trumps, and East showed out on the third round. The writing was on the wall. South could not avoid the loss of two hearts and a club in addition to the knave of spades. North told George that he had chucked away a cold contract.

Good technique gathers 10 tricks. The declarer must let the heart king win the first trick. The queen, which follows, is ruffed in dummy, the declarer cashes his three top trumps, and concedes a trick to West's knave. This is not the hand on which it is correct to leave the master trump at large. West attempts to cash two club tricks, but South ruffs the second club and claims the rest of the tricks.

This hold-up in a suit contract of an ace when dummy holds a singleton is not uncommon – it is really the hold-up with two stoppers. But where, you ask, is the second stopper? The nine of spades, we reply.

Some two hours later this hand turned up, with George once again sitting South:

N
♠ 9 7 6 3
♥ 7 5
♦ 10 8 5 4
♣ A K 6

W
♠ 8 5
♥ K Q J 9
♦ A Q 7 3
♣ Q J 9

E
♠ 10 4
♥ 10 6 4 3
♦ 9 6 2
♣ 10 8 4 3

S
♠ A K Q J 2
♥ A 8 2
♦ K J
♣ 7 5 2

With both sides game West dealt and said one heart. After passes from both North and East South decided to reopen with two spades, North raised to four spades, and that concluded the auction.

When West led the heart king, George thought for a moment, then suddenly he remembered the earlier hand, so he let the king hold. West switched at trick two to the queen of clubs, East dropping the eight. Winning with dummy's king, South returned the four of diamonds, finessed his knave, and lost to the queen. West continued with the club knave, and South, with no way of avoiding the loss of a club and another diamond, was forced to go one down.

"That was not the time to duck West's opening lead," said North. "The position was quite different from that other hand you muddled."

The declarer must win the first trick, draw trumps in two rounds and then lead the king of diamonds. West wins, cashes a heart, and switches to the club queen. But South, in full control, takes with dummy's king, and leads back a diamond to knave and queen. West plays the knave of clubs, but the 10 of diamonds caters for South's losing club.

It really wasn't George's day.

E.P.C. Cotter

Chess

AFTER THE surprise result, the inqnest. Jon Speelman defeated Nigel Short by a convincing 3½-1½ in their Pilkington Glass world quarter-final at the Barbican Centre, London, and thus moved closer to the supreme chess title than any British player this century.

Short, the world number three, is aged 23 and, before his defeat, was seen widely as the main young Western hope to challenge Kasparov and Karpov. Speelman, the world number five, is a comparative veteran of 31 who had brought off an upset in his previous match when he knocked out the American, Yasser Seirawan.

Commeutators pinpointed Short's defeat at move 10 of game three when he fell for a new move in the Queen's Gambit Declined, launched in the USSR championship in Moscow only a few days before. Speelman's aide Jon Tisdall, Reuters' chess man in Moscow, spotted the oovelty which quickly gave Speelman a winning position.

White: Speelman.
Black: Short.
Queen's Gambit Declined (third game).

1 P-Q4, N-KB3; 2 P-QB4, P-K3; 3 N-KB3, P-Q4; 4 N-B3, B-K2; 5 B-B4, O-O; 6 P-K3, P-B4.

Black is playing the white side of a Queen's Gambit Accepted a move in arrears, so his entire strategy might be dnbious. If 6 ... P-QN3 or QN-Q2, White switches to the Exchange Variation by 7 PxP, so a logical plan is 6 ... N-R4; 7 P-B5, BxB; 8 PxN, P-QN3; 9 P-QN4, P-QR4.

7 QPxP, N-B3; 8 Q-B2, BxP; 9 P-QR3, Q-R4; 10 O-O-Off

Speelman's secret weapon. Gurevich-Sokolov, Moscow 1988, ended 10 ... PxP; 11 BxP, B-K2; 12 P-KN4, P-QN4; 13 BxNP, B-N2; 14 N-Q2, N-N5; 15 PxN, BxP; 16 N-B4, Q-R8 ch; 17 K-Q2, BxN ch; 18 K-K2, Q-R7; 19 R-R1, Resigns: Instead 10 ... N-K5!? (11 NxN, PxN; 12 QxP, BxRP) is worth a look.

10 ... B-K2; 11 P-KN4, R-Q1; 12 P-R3, P-QR3; 13 N-Q2, P-K4.

Black's position is grim, and the post-mortem idea 13 ... P-QN4; 14 PxQP, NxP; 15 NxN, RxN; 16 K-N1 with B-KN2 also leaves White on top.

14 P-N5, N-K1? (last chance N-R4); 15 N-N3, Q-N3; 16 NxP, RxN.

The game has effectively lasted only six moves, and White already is winning on material and position.

17 PxR, PxB; 18 PxN, PxKP; 19 PxKP, BxNP; 20 K-N1, PxP; 21 B-B4, R-R2; 22 KR-B1, B-B3; 23 Q-K4.

Decisive, planning to meet R-K2 by 24 QxR! BxQ; 25 RxP.

23 ... K-B1; 24 QxRP, P-N3; 25 P-K4, P-B4; 26 P-K5, B-KN2; 27 P-K6. Resigns.

It seems unfair to blame Short's second, John Nunn, for this disaster for Nunn has saved many a half-point or point in openings and adjournments in Short's earlier title campaigns. And to fault FIDE and the BCF for not changing the all-British pairing is illogical xenophobia. It is a long-standing custom that nationality does not affect who meets who in candidates' matches, and the Russians over the years have accepted several all-Soviet pairings (eg, Petrosian v Korchnoi in 1971 and Kasparov v Belyavsky in 1983) without complaint.

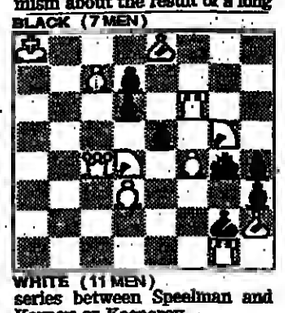
If players from the same country should be kept apart, the time for a BCF delegate to FIDE to propose it was three-four years ago at the congress when arrangements for the present candidates' matches were settled.

The fact that Short lost game four of the series, and had losing or near-losing positions in games two and five, suggests a simpler explanation for defeat: nervous loss of form, a rebound from over-confidence beforehand. For all his great talent, Short has more than once shown a tendency to allow defeats to pile up when a tournament starts to go wrong, as at Brussels 1987.

Interestingly, Speelman when younger had a similar weakness, but recently he has become a true chess street-fighter, a grandmaster of verve and imagination stoking up complexities and tension.

Can he go still further in the world title race? Quite possibly. Two of the other likely semi-finalists, Timman (Holland) and Jusupov (USSR), have proved brittle under pressure in earlier matches. However, it is hard to feel any optimism about the result of a long series between Speelman and Karpov or Kasparov.

BLACK (7 MEN)



WHITE (11 MEN)

PROBLEM No. 738

White mates in two moves, against any defence (by F. Fleck). This problem won first prize in a composing tournament and features a rare theme - the white king is in check from the black bishop. White has nine legal moves to escape from the check, but only one of these solves the problem.

Solution Page XIX

Leonard Barden

MOTORING

Think second hand to dodge depreciation

***Stuart Marshall** outlines some golden rules to steer the used car buyer away from the sharp salesman*

MOTORISTS are divided into two classes. The privileged run company cars. (The only drawback they suffer is a recently increased but still moderate extra tax liability. The others do it the hard way. They pay for motoring out of their own pockets and are natural buyers of used, not new, cars.

Or at least, they should be. Look at it this way. Unless you drive more than the national average of 8,000 miles each year, the biggest item in the annual motoring bill is depreciation – the amount the value of your car has gone down since you bought it.

By going for a used car instead of a new one, you automatically escape initial depreciation. This can be enormous, though it is the last thing many buyers think about as they take delivery of their shiny new car.

For example, an E registration Austin Maestro 1.6 five-door, then listed at just under £8,100, would be on a used car forecourt today at less than £6,500. If it had been traded in against a new car, the owner might have been offered around £5,600. A comparable low mileage Ford Fiesta Ghia (£6,748 new) would retail today for about £5,700 and be worth perhaps £5,000 as a trade-in.

These figures are, of course, subject to some distortion. I doubt that many E registration Maestros were sold at full list price. And a trade-in price varies according to what new car you are buying or how much discount you have squeezed out of the dealer.

But the principle still applies. When choosing your next car, do not agonise unduly over the official mpg figures. Think of retained values instead.

Unless your annual mileage is well above normal, the difference between an average consumption of 33 mpg (8.56 litres 100 kms) and 35 mpg (8.07) is not going to break the bank. Whereas a £500 difference in depreciation means that an avoidable £10 a week (plus the interest you have lost on the capital invested in the car) has gone with the wind.

The best source of data on depreciation is *Glass's Guide*, a motor trader's bible not available to the public. But any of the monthly price guides on sale at newsagents will repay study before buying a car, be it new or used.

If you are planning on buying a new car, use a guide to check the model's residual values over the past one, two or three years. And if you are thinking of buying a fresh car, not a new one, a guide will give you a good idea of the likely price.

Many people buy a new car when a used one would make more financial sense because they are afraid of being ripped off by a rascally trader. But if one goes about buying a used car the right way, most of the risks are avoided. The first rule is: don't be greedy and try to buy too cheaply.

Unless you know a great deal about their innards, it is much better to go shopping for a new car at a big dealership.

I am not saying that the "bombsite" or "under the railway arches" dealer is necessarily dishonest. Some, indeed most, may be as straight as a die but I would not buy a used car from any of them. You might save a few hundred pounds and get a gem of a car. Equally, you might make an expensive mistake and be landed with a clapped out ex-fleet car or minicab "clocked" to disguise its real mileage.

Substantial, long established firms have reputations to protect. They will not want to get involved in any bits of bother with the consumer protection people.

Also, large companies give reasonable warranties against mechanical failures, extendable for much longer periods. If you wanted to have a car you fancied examined by the AA (you have to be a member), RAC or other independent engineer, a reputable garage will not object.

Be wary of cars advertised for sale by "genuine private owners" in local newspapers. I blush to think of the lemons I unloaded in my youth by putting a small ad in my local rag and blinding the purchaser with science. When you buy privately, you are not protected by the law as you are when dealing with a garage.

The car could, of course, be absolutely genuine and as described – genuine, one owner, low mileage, regularly serviced and so on. Equally, the advertiser is often a small-time, even spare-time trader and the car is not what it is cracked up to be.

Finally, what sort of car is best bought secondhand? The kind of car you would have bought new if you could have afforded it is a sensible rule of thumb. If your budget would run only to a brand new basic model, you could find a pristine, low mileage used example of the top of the range model for the same money.

Brotherly looks

AFTER five years of production, the "small" Mercedes 190 has grown up a little. In its first major facelift, the bestselling 190 has been made to look more like its newer, bigger brothers, the 200-300 saloons and the 230-300 CE coupes. As the picture on the right shows, the main recognition features of the new 190 are reshaped front and rear aprons and colour keyed protective mouldings on the lower body sides.

Changes inside include more legroom for rear passengers, seatbelts adjustable to suit people of different heights and, at last, softer seats. They are still not sink-into seats but the less than well covered will find them more comfortable and more supportive than before.

For me, the 190 remains the ultimate compact four-door saloon for robust refinement. There are outwardly similar petrol models with a 2-litre, 4-cylinder carburettor engine, fuel injected 4-cylinder 2-litre and 2.3-litre models and a 6-cylinder, 2.6-litre. Diesels, which account for one third of production, have 2-litre 4-cylinder or 2.5-litre 5-cylinder engines.

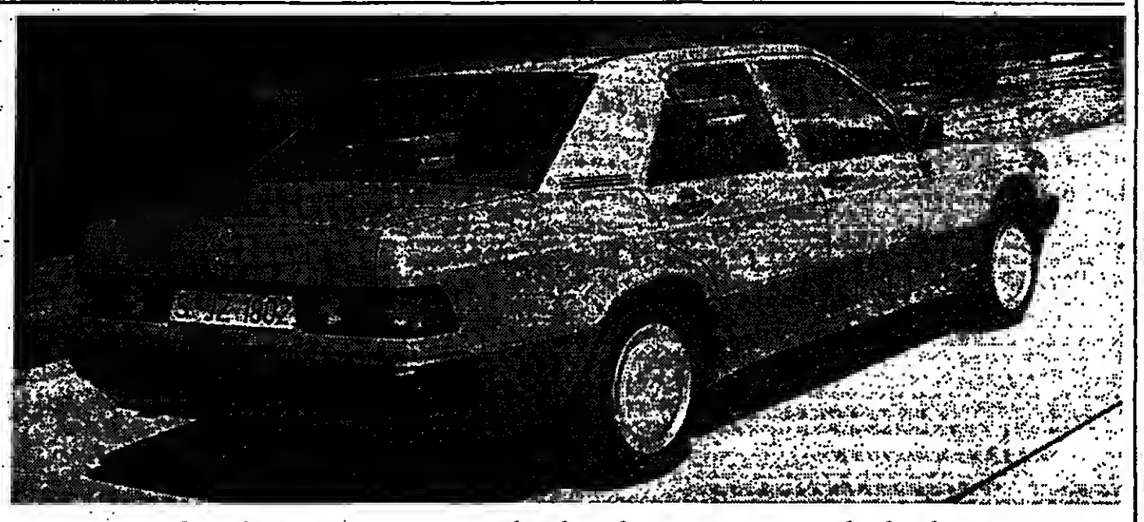
Dipping into the range in Germany last week I tried 2-litre and 2.5-litre diesels (the latter turbocharged) with automatic transmission and a 2-litre carburettor engined car with manual gearbox. The 122 hp, 121 mph (195 km/h) turbodiesel was the fastest on the Autobahn, the 2-litre petrol the best handling on winding roads due to its less noseheavy weight distribution.

Next day I dashed from Friedrichsruhe to Frankfurt airport in the sporting flagship of the 190 fleet, the E 2.516. This now has a 2.5-litre, four valves per cylinder engine putting out 195 horsepower. Its performance was both muscular (143 mph/230 km/h maximum) and useable on the de-restricted but all too often crowded Autobahn.

With ultralow profile tyres and stiffer suspension, it rides firmly though not harshly, goes obediently where it is pointed and is not disagreeably noisy at 130 mph/210 km/h.

The engine feels silky and unburstable even when taken up to the tachometer's red line at 7,000 rpm. It is a car a Porsche 944 owner might graduate to as the family grows up.

The new cars will make their British debut at the Motor Show, National Exhibition Centre, Birmingham, in mid-October.



Satisfy your driving ambitions

IF YOU crave a Mercedes Benz or BMW but have a Ford income, all is not lost. It is possible to get behind the three pointed star or the blue and white quartered badge without investing more money than would buy a new Sierra.

Quality cars, always providing they have been properly maintained, grow old gracefully. At 50,000 miles they may provide better motoring than a lesser car with a tenth of that recorded mileage. Their styling follows automotive fashion far less slavishly and they may still look much the same as their 1988 equivalents.

Mercedes Benz, BMW and even Porsche dealers in Britain operate approved schemes, mainly to dispose of selected cars they have taken in part-exchange for new models. Some will be Mercedes, BMWs and Porsches, but others will be of different makes.

The one thing they have in common is painstaking preparation for sale. Professional valeting inside and out makes them look like new. Often the number plate is the only indication they are not new cars. Plus, of course, prices well below those of current models.

Porsche Cars Great Britain recently launched a "Porsche Approvad" programme to allow buyers to insure against the cost of mechanical failure of a used Porsche or other selected make of car. Also, it allows Porsche's own two-year unlimited mileage mechanical warranty on new cars to be extended.

Dreaming of a White Christmas

It's downhill all the way for Britain's ski tour operators, says ***Arnold Wilson***

APOLOGIES FOR distracting your thoughts from what is left of summer, but shouldn't you be thinking about booking your skiing holiday? The market is extremely buoyant, or so the tour operators tell us. In spite of last winter's bizarre weather – freaky even by the standards of recent years – skiing holidays are apparently selling like hot apple strudel.

The British seem to be eternal optimists when it comes to sport leisure. They *know* that the snow will be late again this winter, but they will still scramble off in droves to the Alps hoping for a white Christmas.

This year, Christmas – if not the snow – falls on a Sunday. And Ski Thomson, the brand leader, has been rather cunning. It has stolen a march (or is it a December?) on its rivals.

Rather than flying its clients out to the Alps on Saturday as usual (which this year is Christmas Eve), it is laying on special flights on Monday (Boxing Day) and Tuesday.

"That way people can be at home on Christmae Day and pleaee mother-in-law, or whoever, and still go skiing over the Christmas period," says marketing manager Mark Wenborn. "Who wants to arrive in a cold Frencb apartment on Christmas Day not knowing what's going to be open?"

Wenborn says that bookings have been extraordinary, but admits that because of recent uncertainties with the weather, people are booking later and/or at higher altitude. However, Austria – a traditional favourite with the Brits – is still as popular as ever, even though most people realize that many of its resorts, such as Niederau and Kitzbuhel, are embarrassingly low. *Somehow one feels that even if it didn't* snow at all in Austria, loyal British visitors would still turn up just for the apres ski.

So, apart from Austria, where to this winter?

France is certain to get a lot of business. Bookings there are growing every year. Exciting resorts such as L'Alpe d'Huez and Les Deux Alpes have captured the hearts of British skiers in recent years, as well as traditional favourites like Couchevel, Val d'Isere, Les Arcs and Meribel.

Love or loathe the architecture of purpose-built Frencb resorts, skiers know thet if there is an early shortage of snow in Europe – as there has been for the last few years – their chances of finding some are better in France than elsewbere.

Andorra is actually outselling Switzerland in holidays booked through travel agents, although Thomson points out that since many Swiss aficionados book their holidays direct, the figures do not necessarily mean very much. Andorra has, however, quite a lot going for It as a cheap and cheerful place to learn to ski. One great advantage is that many of tbe instructors speak Antipodean, which can often be readily grasped by Britisb skiers.

Switzerland suffers a little because of a reputation for being pricey (it is). But if you have sufficient wberewithal, there is no substitute for St Moritz, Verbier or Zermatt.

Italy, in the doldrums for so long, appears to be making something of a recovery. This is good news for those who want their skiing holidays to be a little more colourful than usual, with the chance of some of that special Italian scenery and those excellent mountain restaurants which the Italians seem to be so good at.

In turn, the US – sought out in desperation last year when decent snow took for ever to arrive in Europe – is selling well again this year. Many of the major tour operators seem to be getting in on the act. Most, like Inghams and Intasun, have played safe and gone for the obvious favourites, Vail and Aspen in Colorado. (Both offer a week in Vail from around £550. Intasun has Aspen from £449, Inghams from £515)

Snowbird has added Vail's satellite, Beaver Creek, to its menu. I thoroughly enjoyed this resort when I condescendingly skied it – purely out of curiosity – because I happened to be staying there while skiing in Vail.

Thomson is also opting for Vail (from £418) but has chosen Breckenridge (from £399) rather than Aspen as its sunning mate. Breckenridge, too, was an agreeable surprise to me. It's an old mining town with many of the original buildings still standing and, what is more, in good repair.

When the mining died, the town almost did, too; its population dwindled to just seven. It was even declared an official ghost town, but has been dramatically resurrected as a thriving and dynamic resort with some very exciting high-altitude skiing.

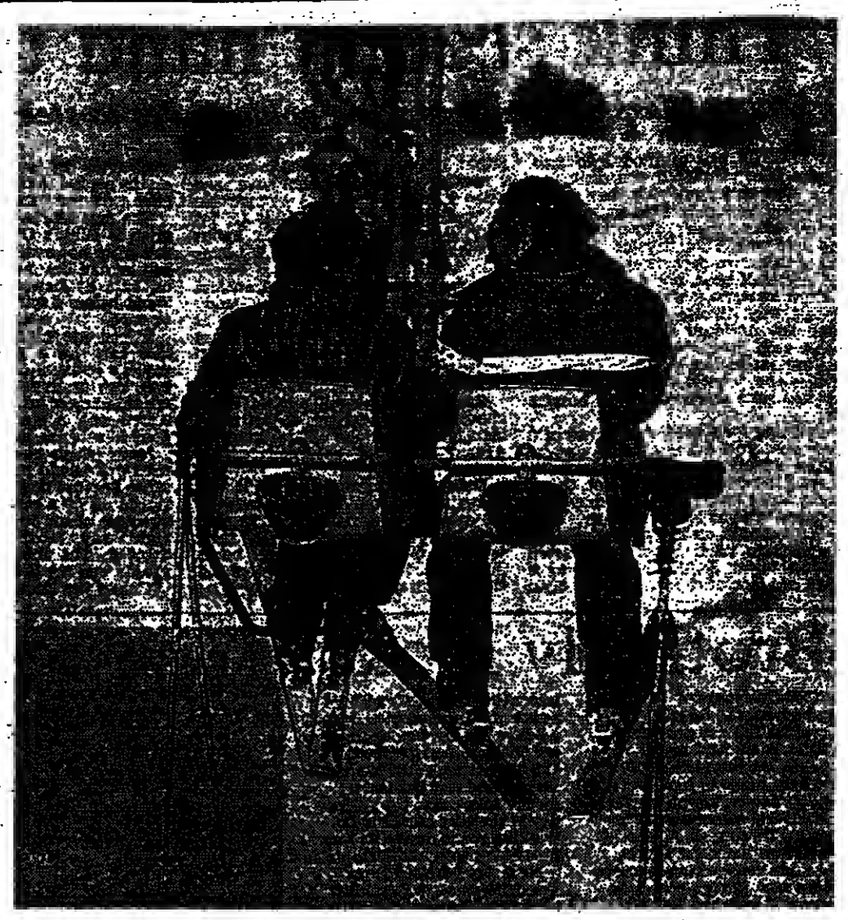
Club Mediterranee is offering a week in Breckenridge's neighbouring resort, Copper Mountain (good fun, not quite as exciting as Breckenridge – suit improving intermediates), from £524. And Hickie Borman is venturing into the spectacular Canadian Rockiee (Banff and Lake Louise) as well as featuring Vail, Breckenridge and Snowmass (next door to Aspen and getting bigger and better every year).

American Dream and Bladon Lines are offering just about everywhere in the American West. Jackson Hole and Snowbird are my favourites, although everyone is beginning to talk about a little-known resort called Telluride in southern Colorado. And few people (if any) are disappointed by Taos (across the border in New Mexico) or Sun Valley, Idaho, one of America's first and best ski resorts.

If you are reading this on a sun-kissed Greek isle and the idea of snow seems totally irrelevant, or obliterated *by a desire to give sunshine perpetual* priority, why not combine the two?

Summer skiing is becoming more and more popular. My favourite location is Kaprun, in Austria, where you can ski on the Kitzteinhorn in the morning and then switch to a magnificent summer holiday environment after lunch at the beautiful lake beside Zell am See.

Whatever, wherever and wbenever you decide, there is little doubt that skiing in 1989 is going to break records. When Sir Arthur Conan Doyle – the first Englishman to undertake a tour on skis – forecast that the time would come when "hundreds of Englishmen" would visit the mountains for the skiing season, even he could not have dreamed that this strange activity would capture the imaginations and the wallets of so many of his countrymen. UK telephone numbers for tour operators featuring North American ski packages include – US Airtours, 01-550-8866; American Dream, 01-552-1201; Hickie Borman, 01-393-0127; Bladon Lines, 01-785-2200; Ski Thomson, 01-435-8431; Snowbird, 0444-441300; Club Med, 01-581-1161; Ski Inghams, 01-785-7777, Intasun Skiscene, 01-851-3321.



Up and away at Haute-Nendaz in Les Valleys, Switzerland

Keep an eye open for dinosaurs. . .

John Westbrooke roams the Canadian badlands in search of some old bones

Calgary's chuckwagon races

WELCOME TO historic Calgary. Among the ancient buildings recommended by the local guide book is a McDonald's restaurant.

It's "the only remaining original-style building in Canada featuring the slanted golden roof and golden rooftop arches that were characteristic of McDonald's outlets when they first opened in the US." It dates from 1968.

Fair enough. In a city which, as Pierre Trudean commented, looks as if it was unwrapped yesterday, 1968 probably qualifies for a blue plaque. In search of something a little older, though, we went looking for dinosaurs, which took us into the badlands of Alberta.

Driving *is easy*: long straight roads in a grid like Manhattan's, except that the blocks are 10 miles long. In a hire car with car cruise control, all we had to do was keep a finger on the wheel. We swept past acres of rich brown soil, *some* ploughed ready for the next wbeat crop, others still fringed with leftover snow from the last blizzard of winter.

Here and there are farms and hamlets, some of them home to small religious sects. There are silos and grain elevators and "donkey heads," small oil pumps nodding up end down, and nothing much else but empty roads and long clear views.

The badlands aren't really very bad, but they do make a sudden contrast with the prairies. Ice age glaciers have scoured ont canyons np to 350ft deep and a mile wide. Before the glaciers, the land was sub-tropical swamp at the north end of the Gulf of Mexico, and dinosaurs wallowed there.

You can still see some of their remains in the Red Deer River valley, in the Dinosaur Provincial Park, though many of the skeletons unveiled by the retreating ice have gone to mnseums around the world.

The Canadians bave kept enough for the Tyrrell Museum of Paleontology in Drumheller, about 100 miles from Calgary, which has a huge collection of fossils and reconstructions, tyrannosaurs and triceratopses and so forth, as well as some local boys, Edmontosaurus and Albertosaurus.

Calgary got its etart as a Mountie post in 1875, named after the commander'a home in Scotland. Alberta never had a sod-busting, Wild-West-taming period. From supporting pioneering hunting and trepping it moved quickly to massive grain-growing.

Calgary was a cow town for years; *still is, say its rivals in* Edmonton, tbough it more recently became an oil town and got rich very quickly. It's most famous for its stampede in July, when everyone puts on stetsons and jeans and enjoys rodeos and flapjacks. If you plan a visit, book months ahead.

It had hoped to be famous for its Winter Olympics, too, but these weren't a total success. The problem was the chinook, a wind from the Pacific, which loses its moisture as it rises to cross the Rockies, then compresses and heats the air as it swoops down the other side to the plains.

Its warm breath can raise the temperature 20 degrees in 10 minutes, melt a foot of snow overnight, and play havoc with winter sports.

This means that at crucial moments, with the eyes of the world upon you, you may have to start making artificial snow.

But the Canadians enjoyed the games anyway, and you can still buy Eddie the Eagle T-shirts and specimens of ammolite – the official gem of the Winter Olympics.

Like many other Canadian cities, Calgary has a slender *observation tower, 626ft high.* We went up to have dinner in the revolving restaurant. Downtown is bright and new, skyscrapers rising on oil.

Because Canadian winters can be bitter, there is a series of *enclosed walkways called plus-15* (they're at first-floor level, 15ft up) linking many of the buildings, so yon can go round the town without going ontside. There is even a huge enclosed garden at plus-45 level, called the Devonian Garden and covering 2.5 acres in a bank building with 15,000 trees and plants.

Further out, the view isn't quite so natty. What were once elegant city homes and office buildings are now isolated, stranded amid empty lots used as carparks, their dirty roots never meant to be looked down on.

Further ont still, though, boom-city blight gives way to tree-lined suburbs and distant views: the Rockies in the west, halfway to Toronto in the east.

We visited the Rockies, but without much luck: winter lasts a long time there. Skies were still relatively clear in Banff, where a mountain towers up at the end of the main street and Agatha Christie went to cure her neuritis in the hot sulphur springs, but as we drove north along the Icefield Parkway towards Jasper we had to count ourselves lucky to see as far as the side of the road.

On postcards, Lake Louise looks a deep green, but all we saw was white. "Doesn't thaw out till June," we were told. Still, we were able to go for a sleigh ride around the shore in the dusk and later sit in the hot tub on the roof of our hotel while snow-*flakes fell on our heads, two* pleasantly romantic experiences. The moral, though, is that the Rockies before summer are mainly for skiers.

For a country which ranks high on the list of Britons' favourite long-haul holiday spots, there aren't many guidebooks to Canada. We made do with the green Michelin guide, which covers a lot of ground in a small space.

Looking in the Canada section of my local bookshop, I found only titles like Nixon in the White House: in books as in real life, the influence of big brother to the south spreads everywhere.

In fact, Canada is what Britons expect the US to be. Because, *English is spoken south of the* border, tourists expect the way of life there to be more like home than it is. What they're looking for is north of the border.

The Queen is on the currency. You can spend it in Boots or Marks and Spencer or Crabtree and Evelyn. And though the country is officially bilingual, in deference to the French influence in the east, out here in the west it's almost all English. The way of life is familiar as the US way is not.

The train is still a picturesque way of getting through the Rockies, but hire cars are more convenient. The towns are widely scattered but have plenty of motels and restaurants serving huge steaks. Like its neighbour, Canada is a *big* land. Somewhere out there, somebody is breeding Albertosauruses to make prime ribs for hungry tourists.

Gardening

A soft spot for mallows

Arthur Hellyer's choice for a quick cover-up

I LIKE the mallow family and am lucky in having the musk mallow as a wild plant in my garden. Tbis is a hardy perennial, about 18in high, witb funnel-shaped flowers produced freely in June and July. Almost always they are pink but, very occasionally, o white-flowered one might turn up as a special treasure. They look particularly pretty growing at the foot of a rugosa rose hedge and do not seem to find the competition too great.

There are other mallowe, particularly the shrubby kinds, which need a little more care. I grow Lavatera olbia Rosea because it is one of the few *large hardy plants I know that* will flower virtually non-stop from June to October. If I want to cover something quickly, this semi-sbrubby mallow is among the first plants I am likely to cboose. However, its *prodigality can be its undoing.* Often, by the end of a flowering season it is exhausted and fades away slowly during the winter.

Llke many ratber soft-wooded shrubs from the Mediterranean countries, it needs to be renewed frequently in Britain's wet, cool climate. But this is done readily by summer cuttings, tbe only difficulty being to find any non-flowering shoots from which to prepare them. Every likely-looking stem, even tbe small ones, seems to be carrying either open flowers or flower buds; but scarcb near the base of the plant and there are likely to be some that have neither.

There is no difficulty about rooting them in peat and sand in a propagator or in pots, each enclosed in a polythene bag. I find the semi-opaque bags dispensed by supermarkets and freezer stores ideal, as tbey *keep in the moisture and give* aufficient shade to prevent sun-scorching. Yon can also grow this semi-shrubby mallow from seed, but it is a variable plant wblcb con he kept entirely true to type only from cuttings.

A year ago, I was given another shrubby mallow under the name Lavatera thuringiana Barnsley, and this has been a *star performer this summer. It* is at least the equal of Rosea in flower production while the blooms – even bigger and better-formed – are of a very pretty orchid pink witb a splasb of deeper rose pink in *the centre.*

Yet a third variety appeared at a mid-July sbow of tbe Royal Horticultural Society. It was exhibited by the Royal Botanic Gardens, Kew, and named L. tburingiana Kew Rose. I was puzzled by the name tburingiana, wbicb I thought belonged to an herbaceous species, but I am told that this is now considered the correct name for all three varieties – Rosea, Barnsley and Kew Rose – and that the *old* olbia sbould be discarded.

Another version is that all three are really spontaneously-occurring hybrids between olbia and thuringiana. I find this explanation appealing, as it would account for the variation that is occurring and the tendency of all three varieties to be less firm-stemmed than the plant long-known as plain, unimproved olbia. If they are all hybrids, we need a new *group name for them.*

Meanwhile, it would seem sensible to refer to them in gardens and nurseries simply as Lavatera Rosea, Barnsley and Kew Rose, dropping the middle name altogether. There is plenty of precedent for that.

The abutilons, which also belong to the mallow family, are a little more woody than these Lavateras but are also uncertain what to do with themselves in winter. In cold, wet places they may die back a lot; in warm, dry ones they may retain all their summer growth. The one named vitifolium (because of its vine-shaped leaves) has for long been the favourite – a tall, rather narrow shrub with saucer-shaped flowers that are white, pale blue or blne-purple at their peak in June.

It sets seed freely and this germinates readily. That saved from white flowers usually gives all white-flowered plants, and that from coloured flowers a range of shades. But, if you want to be quite certain of reproducing a particular colour, cuttings must be taken in summer, as for the shrubby lavateras. It is seldom long-lived but usually survives for several years which, in view of the ease with which it can be reproduced, is quite satisfactory.

When, a few years ago, I started to grow tbe bybrid raised from it and named suntense, I had expected a similar life span, which it appears to have in other gardens. Unhappily, with me it has died out almost as rapidly as it has grown, never lasting beyond its second year. I regret this because it is an improvement on vitifolium with its bushier habit and larger flowers.

No one could explain why it was so short-lived with me but a few weeks ago I saw, for the first time, a stem rot which is working havoc with some of the lovely annual lavateras such as Silver Cup and Mont Blanc. The stem damage it was causing looked very like thet which had killed my abutilons; but no-one seems as yet to have identified it on anything but the annual lavateras and no-one has found a cure or a preventative, although some seed firms are experimenting with dressings applied before the seed is packeted for sale.

Meanwhile, what can be done about the lovely but (with me) unreliable abutilon suntense? At the moment, I am growing a selected form of it named Ralph Gould which has even finer flowere and an exceptionally bushy habit and *so far (I have had it only a* year) is entirely healthy. Its one fault, which it shares with vitifolium, is that it only flowers once in early summer. After than, you must be content with its large, deep green, maple-shaped leaves.

This variety was raised (but not named) by Gould who for many years bred ornamental plants for Hursts, the wholesale seed firm. I believe he produced it solely for his own pleasure and not with any idea of putting it into commerce; but it has been distributed by friends and I hope it soon will be taken up by nurserymen.

Robin Lane Fox is on holiday.

Smuggler's paradise

DESPATCHES • Khyber Pass •

LAST WEEK, I had dinner with a smuggler. The directions, which sounded bizarre, were precise: the sixth fort on the left after the English grammar school for young ladies, halfway up the Khyber Pass.

As I waited for the buge door to open and swallow me up, I could not help noticing the anti-aircraft gun mounted on one of the four watchtowers. Over cocktails, my bost explained that his family had a long-standing feud with another tribe since his cousin had abducted one of their women. The score on revenge killings was now four-all.

It seemed reasonable. Only that morning, the regional manager of an agricultural credit bank had told me about the difficulties of ensuring that field officers were not posted to areas where they might be shot as part of a feud.

Feuds and smuggling are a way of life in the tribal areas of *Pakistan's North-West Frontier* province, but the large spill-over of sophisticated weaponry and Soviet booty from Afghanistan has changed both greatly. My smuggler friend complained wistfully: "It was far *more fun in the old days when* enemies often had to be stalked for years with a Lee Enfield. Now, with Kalashnikovs and rocket-launchers, whole families can be wiped out in minutes."

Often, they are. Shootouts in which eight to 10 people are killed rate only an inside paragraph in the local press.

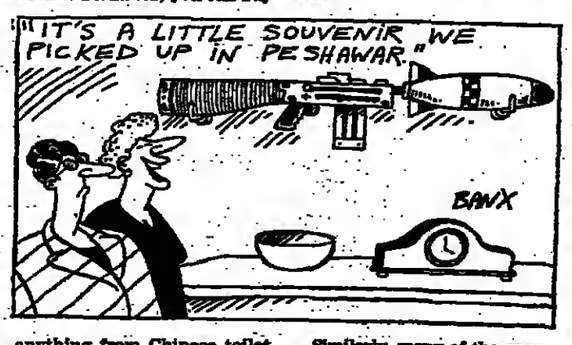
It is not just for security reasons that tribal smugglers like my host dwell in forts. Inside the high mud walls were piles of Soviet refrigerators and microwaves, smuggled from Kabul. The Russians may have lost the war in Afghanistan but, across the border in Pakistan, they seem to have won another major battle.

Prices of the smuggled Soviet goods have undercut the once-popular Japanese items by so much that these are now seen only rarely in Pakistan'e bazaars. Few homes are without a Russian air-conditioner. And despite the Islamic prohibition on alcohol, a roaring trade is done in the Soviet vodka known fondly as "Gorbachev."

In the smugglers' bazaar just outside Peshawar, you can buy anything from Chinese toilet paper to Bulgarian beer, whisky to Mothercare baby *lotion, Soviet caviar to Marks* & Spencer underwear. Indeed, smuggling has become a complex business. No longer can a self-respecting operator rely on a few mules laden with Afghan cigarettes. These days, garishly painted government trucks fight it out on the highway between Kabul and Peshawar, laden with all sorts of luxury goods.

Several resistance commanders inside Afghanistan have struck deals with the Kabul régime not to block off the road so that they can continue to levy "taxes" on snch vehicles. And some of the tleaviest in-fighting between resistance groups has been on the main route between Kabul and the Soviet Union, which each group wants to control so it can hijack trucks full of goodies destined for Russian officers in the capital.

Not all the contraband entering Pakistan originates in the Soviet Union. One of my host's latest consignments was a large number of sacks of potatoes marked "Kabul via Karachi." He was unclear as to whether they had ever reached Kabul.



Similarly, many of the weapons given to Afghan commanders are sold off in frontier arms markets en route. On my first night in Peshawar, a waiter at Greens Hotel tried to sell me a Chinese rocket-launcher at an extremely low price.

Aid organisations such as the United Nations High Commission for Refugees (UNHCR), are taking the smuggling factor very seriously and are, for instance, hesitant about sending mules to Afghanistan to replace the estimated half a million oxen killed there in the war. They fear the mules would end up pulling Pakistani ploughs instead. Last year, a consignment of Texas mules intended to be used by the Afghan resistance fighters were switched for leaner Pakistani specimens long before reaching their destination.

It is not always easy being a smuggler despite the high returns – my friend would not deal in anything that gave him less than a 500 per cent profit. Ironically, his main complaint is over the widespread corruption, which means he must pay many bribes. As a practising Moslem with a weakness for alcohol, he claims most of his countrymen are hypocrites. "Ten years ago," he says, "each village had a tiny mosque with a *handful of people* praying. Now, there are mosques everywhere full of prostrate people, yet corruption is far worse."

A sizeable portion of the smuggler's takings is earmarked for Customs officials who turn him a blind eye. Being a Customs inan has become a highly lucrative job; and in a recent survey at Karachi University, the majority of students listed it as their most sought-after career.

The other major consideration for aspiring smugglers is the difficulty in turning black money into white. My host has, among other things, an estate in the United States, a yacht in the south of France and a Swiss bank account. If he gets stuck with too much cash, he legitimises some of it by buying winning government lottery tickets at several times their surrender value. The black *economy* in Pakistan far outstrips the white but, rather than remedy this, the government is considering making life even easier for the smuggler by allowing black money to be invested in industry.

Christina Lamb

COLLECTING

THE SALEROOM season gets off to a sensational start next week when Sotheby's sells off Elton John's collections. The entertainer is having a total clear out, and is certain to be than £3m richer as a result. Sotheby's advanced that sum in secure the auction in competition with Christie's and so great has been the interest aroused – thanks in part to a controversial preview of the choicest items at the Victoria & Albert Museum – that he can expect a considerable top up when the bidding has finished.

He hardly needs the money. It is just that after almost 20 years he is bored with his taste which, in its ornateness and flamboyancy, many people would have found difficult to live with for more than ten minutes. Elton has already started to form a second collection, paying £44,000 twice over at Sotheby's breakthrough Moscow sale in July of Soviet contemporary art. He is obviously once again buying unfamiliar works before they become generally appreciated.

The heart of his first collection is art nouveau and art deco which he began to acquire in the early 1970s at a time when the artifacts of these periods had just been accepted as things of beauty and an investment joy for ever. Other pop stars, such as Rod Stewart and Elton's lyricist Bernie Taupin, were also avid collectors and they undoubtedly contributed to the rise in price of art nouveau and art deco.

But in recent years the attraction was beginning to pall: it was also impossible to move around Elton's Windsor home without knocking over a Galle vase or a Ghiparus figure. So now they are all going. Phillipe Garner, who has catalogued the art nouveau and art deco, reckons it is one of the best groups assembled, and should make well over £1m on Wednesday. "It is not didactic, the kind of collection that has been built up by pouring over the historical records and wanting the rarest academic items. It is a collection put together by someone who delights in the extravagant decorative appeal of art nouveau and art deco". All the big names are represented, apart from some of the French designer craftsmen of the 1920s who, by coincidence, appealed to tha creator of another famous collection dispersed this year – that of Andy Warhol.

Garner has fixed his estimates with no added premium for Elton's reputation. This means that many lots will go for way above forecast. Not that seekers of a momento of tha entertainer will be bidding at this sale – they will go for his pop memorabilia on Tuesday. The serious buyers of art nouveau and art deco – who tend to be the nouveau riche of the US, Japan and, increasingly, the UK – have already shown considerable interest in key items, such as the silver and abalone dish, designed by William Burges in 1871 and estimated at up to £9,000 and the silver cup decorated with a frieze of mermaids, designed by Gleadowe in 1938, also estimated at £9,000.

There is an unrivalled array of figures of the 1920s of prancing girls by all the great artists, such as Priess and Chiparus, and two examples of the rare Zach black patinated bronze and ivory figure, "Cigarette girl", one of which carries a top estimate of £15,000. The highest price, in excess of £50,000, is likely to be paid for a salon set of five items of furniture of the 1920s with Aubusson tapestry designs by the artist Raoul Dufy. It will be pushed close by a Morris & Co carpet from Merton Abbey.

Elton acquired many of his purchases at auction and was usually prepared to out-bid the market. This makes for interesting price comparisons. For example serious collectors will be keen to buy objects formerly owned by Martin Battersby who was instrumental in establishing the artistic credentials of art deco. Elton paid £300 ten years ago at the Sotheby's Battersby dispersal for a Marcel Renard female nude figure, which now carries an estimate of £300-£500. From the same auction a D'Argyl silvered bronze mounted earthenware vase of around 1926, which cost £220 a decade ago, is forecast to make between £300 and £500.

These are cautious estimates. Sotheby's is well aware of the vagaries of a sector which has experienced steady price rises for exceptional objects but which is bedevilled by the reluctance of vendors to put realistic reserves on the items that they offer in the auction rooms. Often, as at the Christia's sale in Monaco in the early summer, the demand was nowhere near the expectations of sellers. There should be no problems with the Elton John sale: his name will add that extra bit of glitz to an incurably romantic market.

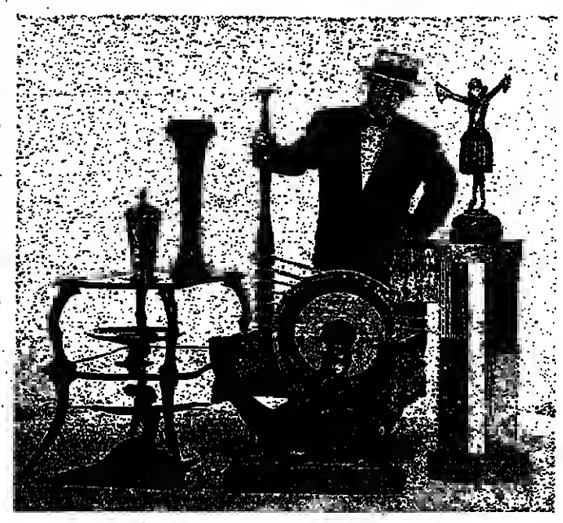
Even so some of the estimates seem extremely modest given the comparative bouyancy of demand. In 1974 Elton was big about Bugatti, paying £5,800 for a table of around 1900: now it carries an estimate of £5,000-£8,000, suggesting a substantial fall in value in real terms. A better investment was the £10,000 he paid for a Tiffany peacock lamp, now estimated at up to £30,000. But, as in all auctions involving star names, the excitement of the chase could make the salerooms' forecasts seem weirdly awry.

■■■

The Elton John sale, together with the auctions of pop memorabilia already held by Christie's and Phillips (with Sotheby's coming up on September 12th), have added some excitement to what is traditionally the quietest time of the year in the antiqoes business. Some dealers, such as Norman Adams, have traditionally found August one of the best selling months. But that was when the Americans were over here *en masse*, and desperate for English furniture. This year, with fewer Americans, the London trade, at least, has marked time.

This will start to change this weekend with the London Antique Dealers Fair at the Cafe Royal until Tuesday. Dealers short of stock will have raided the fair on Thursday, its opening day. But with 50 stands there will be plenty left for the public. The fair is vetted for authenticity – something of a rarity these days – and is traditional, keeping to the 1830 cutoff date for furniture. Most of the dealers concentrate on furniture, including two offering Swedish antique furniture which, after the popularity of Scandinavian pictures, could be the next cult.

In general, while there is spare disposable cash slurping around, antique dealers can expect to do fairly well, especially if offering decrative items which furnish homes. But, ominously, the past year has not been as good for them as the state of the economy would suggest. Perhaps the Britisb are just died-in-the-wool Philistines.



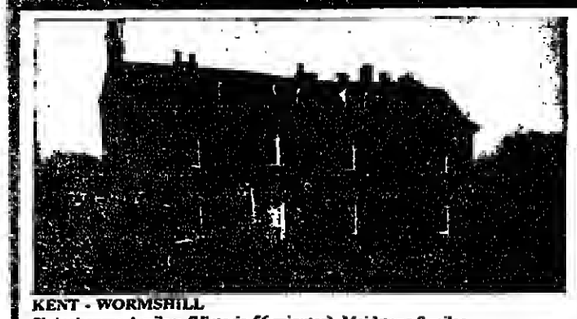
Elton John with part of his collection

The end of an affair

Elton John to sell his art deco collection

STRUTT & PARKER

13 HILL STREET BERKELEY SQUARE
LONDON W1X 8DL
01-629 7282

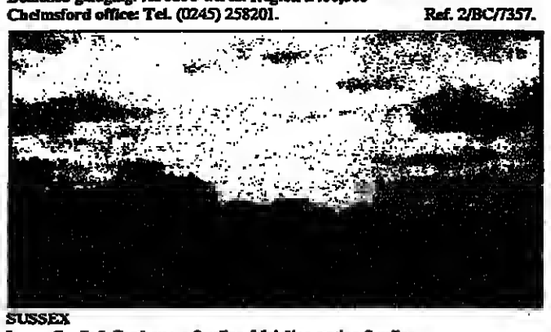


KENT - WORMSHILL
Sittingbourne 4 miles; (Victoria 56 minutes), Maidstone 8 miles.
An attractive Grade II listed Georgian rectory with extensive outbuildings set in its own secluded grounds. 4 reception rooms, conservatory, kitchen, dressing room, garage/store, coach house, 2studios, summerhouse. Large garden and grounds. **About 2¼ acres. Region of £485,000 Canterbury office: Tel. (0227) 451123** Ref.8BC/2998.

ESSEX
Chelmsford 3 miles. Ingatestone 3 miles (London/Liverpool St. 30 minutes)
A major part of an impressive Grade II* listed country house with its own magnificent gardens & grounds. Entrance hall, 3 reception rooms, Kitchen/Breakfast room, Shower room. Workshop. 6 bedrooms, 3 bathrooms. Detached garaging. **About 3 acres. Region £400,000**
Chelmsford office: Tel. (0245) 258201. Ref. 2/BC/7357.

HAMPSHIRE **ABOUT 402 ACRES**
Petersfield 4 miles. London 48 miles
LOWER GREEN, HAWKLEY
AN OUTSTANDING RESIDENTIAL FARM with principal house in immaculate condition.
Most attractive period house - 5 reception rooms, 9 bedrooms, 6 bathrooms. Indoor heated swimming pool. Hard tennis court. Stable block. Guest cottage and office. Four further cottages. Productive arable land and gallops. Extensive modern farmbuildings.
As a whole or in up to 6 lots
Joint Agents: William Hughes, Spursholt House, Romsey. Tel. (0794) 522670
Strutt & Parker, London office: Tel. 01-629 7282

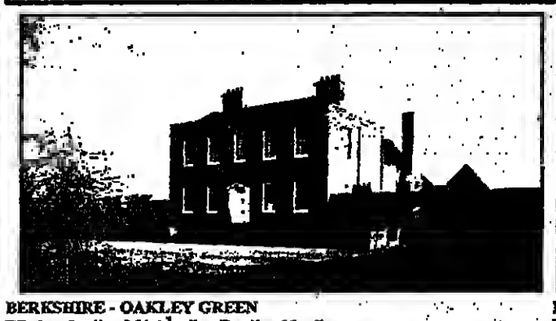
KENT - WICKHAMBREAUX
Canterbury 5 miles. Sandwich 9 miles. A2/M2 6 miles.
An elegant early 18th century farmhouses in a peaceful secluded position not far from the village with a period barn suitable for conversion. 3 reception rooms, study, kitchen, breakfast room, laundry room. 5 bedrooms, 2 bathrooms. Oil central heating. Period barns, stables, swimming pool. Gardens and paddocks. **About 2¾ acres. Region £420,000 Canterbury office: Tel. (0227) 451123** Ref.8DD3017.



SUSSEX
Lewes 7 miles, Eastbourne 8 miles. Mainline station 2 miles.
Fine Residential Agricultural and Sporting Estate. Impressive Grade II* Listed 6-Bedroomed House, Pair 3-Bedroomed Cottages, Buildings & 212 Acres. 382 Acre Dairy/Arable Farm, 5 Bedroomed Farmhouse, Bungalow, 2 Ranges Excellent Farmbuildings, 328,518 Litre Milk Quota. Outstanding Flint Barn with Potential for Conversion. Further Blocks of Land in all about 797 Acres. **For Sale as a Whole or in 10 Lots.**
Lewes Office: Tel. (0273) 475411. Ref:6AG/4271.

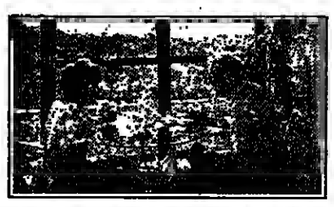
KENT-NR. TENTERDEN
Headcorn 8 miles. (Charing Cross 60 minutes). Maidstone 18 miles.
An attractive period Wealden farmhouse, in a lovely secluded position set amidst undulating countryside, within easy reach of the historic town of Tenterden. 4 reception rooms, Kitchen, Utility room, 4 bedrooms, bathroom, 2 attic rooms. Oil fired central heating. Gardens and paddock including 3 pond, and a small wood.
About 7 acres. Region of £365,000
Canterbury office: Tel. (0227) 451123. Ref. 8BB3005.

DEVON
Hatherleigh 2 miles. Okehampton 9 miles. Exeter 34 miles.
A first class and superbly situated residential, commercial and sporting farm. Well appointed farmhouse with outstanding southerly views. Excellent range of modern and traditional farmbuildings with stock and grain storage facilities. Productive arable and pasture land. Three blocks of traditional woodland well laid out for shooting. Approximately 1½ miles of single bank fishing on the river Torridge. **In all About 367 acres. For sale as whole or in 3 lots. Exeter office: Tel. (0392) 215631 Salisbury office: Tel. (0722) 28741**
Ref. 13AB/596.



BERKSHIRE - OAKLEY GREEN
Windsor 3 miles, M4 4½ miles, Reading 19 miles.
A fine Grade II Listed Georgian country house with Tudor origins set in magnificent landscaped gardens with views over open farmland. Hall, 3 reception rooms, library, breakfast room, bedroom, bathroom suite 4 further bedrooms and 2 bathrooms. Cottage. Garaging and stabling. 17th Century stably studio. Heated swimming pool.
Lanscaped gardens, walled kitchen garden and paddock. .
About 2¾ acres. Joint agents: Knight Frank & Rutley Tel. (0990) 24732
Strutt & Parker London office Tel: 01-629 7282 Ref. 1AG9417.

LEICESTERSHIRE - MARKET HARBOROUGH
Market Harborough 5 miles (HST to St Pancras 1 hour 10 minutes)
Leicester 16 miles Corby 8 miles. **An exceptional Grade II listed 17th century country house and hunting box set in attractive Upper Welland Valley village.** Reception hall, 3 reception rooms study, billiard room, Master suite of bedroom and dressing room, 7 further bedrooms, 2 bathrooms, staff flat with 2 bedrooms, oil central heating. Outbuildings, stabling. Tennis court. Swimming pool. **About 2.23 acres. Region £500,000 Additional paddock and woodland available at valuation. About 2.32 acres**
Grantham Office: Tel (0476) 65886. Ref.4AB3925.



Chartcombe

· Compton Acres · Canford Cliffs · Poole · Dorset ·

There can be few more desirable places to retire to than Chartcombe. Set in the very heart of the world-renowned gardens of Compton Acres, the apartments offer privacy and security within the elegant surroundings giving a quality of life that is matched only by the timeless beauty of the landscape beyond.

The 78 one and two bedroom apartments to be sold on 125 year leases are finished to the highest specification and offer the very best of modern security and convenience.

The views are breathtaking and varied – the magnificent sweep of Poole Harbour, the majestic Purbeck Hills and the tranquility of Compton Acres Gardens combine to create the ultimate in retirement living.

FOX & SONS
12 Haven Road, Canford Cliffs, Poole, Dorset BH13 7LP
Tel: (0202) 700922

A development by
REGALIAN Properties PLC

SAVILLS
Richmond Hill Drive, Bournemouth, Dorset, BH2 6HU
Tel: (0202) 298585

The pictures of the Gardens are reproduced with kind permission of Compton Acres Limited

---

DULWICH VILLAGE, SE21
West Dulwich station 1 mile, Victoria/Blackfriars 10 minutes, Central London 5½ miles.
One of the finest Grade II Georgian town houses in Dulwich
Entrance hall, 2 reception rooms, kitchen/breakfast room, large basement, 6 bedrooms, 2 bathrooms, studio room.
Gas central heating.
Heated swimming pool. Summerhouse.
Double garage. Attractive garden.
About ⅓ acre.

Joint Agents:
HARVEY & WHEELER 01-737 6211
SAVILLS 01-499 8644

SOUTH BUCKINGHAMSHIRE – JORDANS

A fine Grade II listed country house of distinction built for Lord Ritchie in circa 1899 and retaining many original features. In a secluded and unspoilt setting in beautiful country surroundings yet only 20 miles from Central London, 10 miles Heathrow and 2 miles M40 and motorway net work.

Four to five reception rooms, eleven bedrooms. Outbuildings including garage block, lodge, stables, studio and a Cruendon barn. Formal gardens, orchard, woodland and stock fenced paddocks with mains water supply, in all about seventeen acres. With great potential and suitable for many uses subject to necessary consents. FREEHOLD. For Sale by Tender. Tender date October 27th 1988.

MELLERSH & HARDING 43 St. James's Place, London SW1A 1PA Tel: 01-499 0866

PRUDENTIAL
Property Services

SURREY - GASDEN LANE, WITLEY
Godalming (Waterloo 45 mins) 3½ miles

An exclusive development of six family houses in quiet secluded location. 5 beds, 2 baths (1 en-suite), en suite ste rm, dining rm, lounge, family rm, kit/bfast rm, study. Full dble glazing. Central heating. Dble gge.

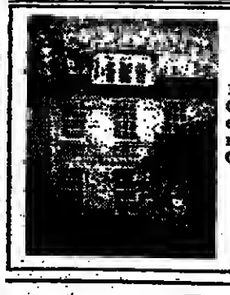
Prices from £315,000 freehold.

17 High Street, Godalming, Surrey (04868) 6121

Lowther Scott-Harden

POND HOUSE, HURWORTH-ON-TEES, DARLINGTON, CO. DURHAM

A superb family house (5/6 Bedrooms) set in approximately 1.57 acres private grounds.
Darlington 3 miles; Teesside Airport 8 miles; Middlesbrough 14 miles.
For sale by Private Treaty or by Auction at a later date. Vacant Possession on completion.



GEORGIAN TOWN HOUSE AND STREET, EDINBURGH

12 mins walk to Princess Street. Grade A listed Family House in exceptional location. 3 public, 5 bedrooms, front/walled rear garden. Original fireplaces, etc.

Offers Over £230,000 and enquiries to:-
W & J Burness W.S.
Solicitors
16 Hope Street
Edinburgh EH2 4DD
Tel: 031 226 2561/ 031 332 4752

CLUTTONS

Devon
Bampton 2 miles Taunton 20 miles

Exceptionally pretty and secluded farmstead. 17th Century Farmhouse, Listed Grade II for restoration and possible division. Stone buildings and former water mill with conversion potential for 5 units subject to planning consent.
Grounds of about 2½ Acres
More Land available
Freehold For Sale by Private Treaty
Wells Office, Tel: (0749) 78012
and Marples Wharf Office, Bath, Tel: (0225) 447575

127 Mount Street, London W1Y 5HA, Telephone 01-499 4155
Head Offices 45 Berkeley Square, London W1X 5DB.
Also Chelsea, Docklands, Kensington, Arundel, Basildon, Bath, Canterbury, Carlisle, Edinburgh, Folkestone, Harrogate, Haywards Heath, Leeds, Oxford, Wells. Bahrain, Dubai, Oman, Sharjah.

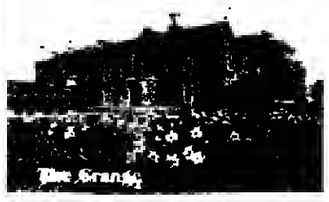
Russell Smith
& Partners Limited ESTATE AGENTS
17 LUXURY APARTMENTS WITH SUPERB LEISURE FACILITIES
From £250,000 to £495,000
FRAMEWOOD MANOR
FULMER, Nr. STOKE POGES, BUCKINGHAMSHIRE

A prestigious development of 17 apartments including caretaker's apartment and superb indoor leisure area, including pool, whirlpool, steam room, sauna and gymnasium.
The development stands in its own secluded grounds of 8 Acres and incorporates two tennis courts with pavilion, outdoor pool, barbecue area, croquet lawn and summerhouse.
SHOW FLAT NOW OPEN
Hours: Saturday/Sunday 10 am-5.00 pm
Midweek by appointment.
Telephone: Weekends 02816 3132, Midweek 0628 810200
Full Colour Brochure Available

CORNISH MANORS ST IVES/PENZANCE
Superior Holiday Homes from only £30,500

New 2/3 bedroom Holiday Homes in grounds of Cornish Manor. Indoor pool and lots of facilities. Full management services. Self financing. **CAPITOL GAINS TAX RELIEF**

Brochure: KENEGIE MANOR, GULVAL, PENZANCE, CORNWALL
(0736) 66671



Andrew J Hones

SOMERSET
A Gracious Country House. Hall, Kit/Bkfst rm. 3 Recep rms., 5 Bedrms., 4 Bathrms., Det. 4 Bed. Bungalow, 4 Cottages, 5 Apartments, Lake, Tennis Court, Swimming Pool, Gardener/Grounds approx. 12 ACRES, run as self-catering holiday complex. Hotel permission.
Sole Agents as above: 85 High St., Somerset (0458) 46322

HAMPTONS
MESSENGER MAY

SURREY, PUTTENHAM, NR GUILDFORD

An excellent residential and equestrian property on the southern slopes of the Hog's Back, set in 4 acres, for sale by auction as a whole or in two lots at the end of September unless previously sold.
LOT 1 - FARMHOUSE:- 4 bedrooms, 2 bathroom, sitting room, dining room, study, kitchen, entrance hall, cloakroom, rear lobby. FARM BUILDINGS:- 11 loose boxes, feed room, tack/rest room, cow stall, bull pen, pig sty, 80' x 45' open barn, 4 fenced paddocks in all 3.2 acres.
LOT 2. Substantial brick cur building currently office, workshop and store room, requiring renovation with adjoining fenced paddock in all 0.8 of an acre.
Price Guide: Lot 1 £350,000 Freehold
Lot 2 £80,000 Freehold

242 High Street, Guildford, Surrey (0483) 502222

Bathrooms

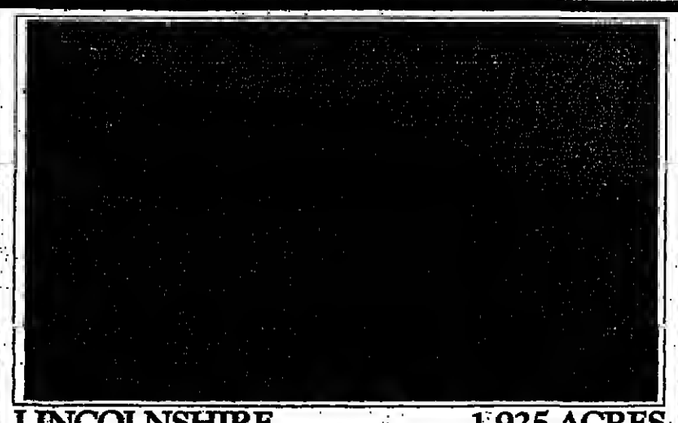
CZECH & SPEAKE
MAKERS OF FINE BATHROOMS

The Czech & Speake Bathroom as mentioned in discriminating estate agents' particulars, is the only bathroom brand to give added value to your home

Stockists information and brochure – 01-[illegible]

هكذا من الأصل

SAVILLS



LINCOLNSHIRE 1,925 ACRES

Lincoln 13 miles, Horncastle 8 miles, Boston 25 miles.

Four compact and productive arable farms

2 attractive farmhouses.

1 bungalow.

Grain storage for over 6,500 tonnes as well as other modern and traditional farmbuildings.

Medieval abbey ruins.

30 acres of mature woodland.

Lots from 324 acres to 688 acres.

(1,925 acres as a whole)

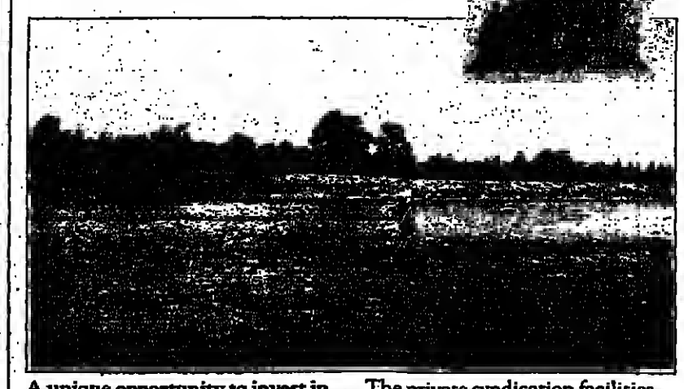
Available as a whole or in 5 lots.

Savills, Lincoln. Tel: (0522) 34691.
Contact: Roland Machin or Crispin Holborow.

THE TOWER OF LETHENDY

Meikleour, Perthshire

Syndication scheme



A unique opportunity to invest in the syndication of this historic castle with a superb private golf course and two miles of exclusive salmon fishing on the River Tay, yet only 50 minutes from Edinburgh airport and set in some of Scotland's finest scenery.
The syndication weeks are available in perpetuity and up to 16 people can be accommodated. This allows great flexibility for personal use, house parties or indeed for corporate requirements where executives and their clients can relax and be entertained in style.

The private syndication facilities include:
– Golf on the private 18 hole, par 3 course
– Salmon fishing on 2 miles of the renowned River Tay
– Additional 350 yard golf driving range.
– Heated swimming pool and sauna
– All weather tennis court and croquet lawn
– Mile long jogging track
– Gymnasium, solarium, billiard and card room.

Savills, Edinburgh. Tel: 031-226 6961.

SURREY – Cranleigh 320 ACRES

Guildford 8 miles, M25 18 miles, London 35 miles.

Prime residential and agricultural property in unspoilt countryside within 35 miles of Central London.

Attractive principal house: 3 reception rooms, 6 bedrooms and staff flat.

3 cottages, good farmbuildings.

First class shoot.

Excellent arable and dairy enterprises, Grade 2 and 3 land.
Milk quota of over 860,000 litres.

Available as a whole or in lots.

Savills, London. Tel: 01-499 8644. Contact: Bertie Ross.

DULWICH VILLAGE, SE21

North Dulwich station 100 yards, London Bridge 12 minutes, Westminster 4 miles.

Impressive Grade II early Georgian house in a ¾ acre walled garden, believed to be the oldest house in Dulwich.

2 receptionrooms, domestic offices, 8 bedrooms, dressing room, 2 bathrooms, 2 room annexe, garaging, attractive garden with potential (subject to planning consent).

About ¾ acre.

For sale by legal tender at 12 noon on Wednesday 12th October 1988.

Joint Agents: Jessop Associates. Tel: 01-789 8099 and Savills, London. Tel: 01-499 8644. Contact: Richard Page.

SUSSEX – Fishbourne

West Sussex, Nr. Chichester

Chichester station 1½ miles, Arundel 12 miles.

Fine manor house dating from the 16th century.

Reception hall, 3 reception rooms, breakfast room, 4/5 bedrooms, 2 bathrooms. Second floor flat.

Garaging. Attractive garden.

Over 3 acres.

Savills, London. Tel: 01-499 8644. Contact: John Coburn.

GLOUCESTERSHIRE 221 ACRES

Hawling

Stow-on-the-Wold 10 miles, Cheltenham 11 miles.

Fine Grade II listed manor house.

5 reception rooms, 8 bedrooms, 4 bathrooms.
Gardens, garaging and stabling.
3 bedroom bungalow, farmbuildings.

As a whole or in 4 lots.

For sale by auction on 5th October, 1988 (unless previously sold).

Joint Agents: Young & Gilling, Cheltenham. Tel: (0242) 521129 and Savills, Banbury. Tel: (0295) 3535. Contact: Michael Clark.

SOUTH NORFOLK – Hedenham

Norwich 13 miles, Beccles 9 miles, Bungay 2½ miles.

Magnificent Grade I listed Elizabethan manor house with fine views over Hedenham Park.

5/6 reception rooms. Domestic offices. Cellarage. 8 main bedrooms, 6 bathrooms, 3 further bedrooms. Extensive second floor rooms.

Oil central heating.

Coach house. Period cottage with 3 bedrooms.

Extensive outbuildings. Gardens and grounds.

About 6 acres.

Region of £600,000.

Savills, Norwich. Tel: (0603) 612211. Contact: Jeremy Carlson.

OXFORDSHIRE – Swerford

Banbury 10 miles, proposed M40 12 miles, Charlbury 8 miles, (Paddington 60 minutes).

Totally secluded country house cleverly incorporating period and contemporary features with panoramic views over unspoilt countryside.

3 reception rooms,
4 bedrooms, 3 bathrooms.
Barn/garaging. Cottage. Gardens and spinney.

About 2½ acres.

Excess of £450,000.

Savills, Banbury. Tel: (0295) 3535. Contact: John Lowe.

NORFOLK – Wiggenhall St Mary

King's Lynn 6 miles, (London King's Cross 2 hours), Downham Market 8 miles.

16th century castellated manor house substantially rebuilt in the 19th century.

Very private gardens and grounds with original Tudor stable block and gardener's bothy.
3 main reception rooms, kitchen, conservatory, 8 bedrooms.
Above the stables is a former ballroom. Stables and gardener's bothy are suitable for conversion into dwellings (planning consent applied for).

About 3½ acres.

For sale by auction on 12 October 1988.

Savills, Stamford. Tel: (0780) 66222. Contact: Tim Lawson.
Savills, Norwich. Tel: (0603) 612211. Contact: Jeremy Carlson.

AYRSHIRE

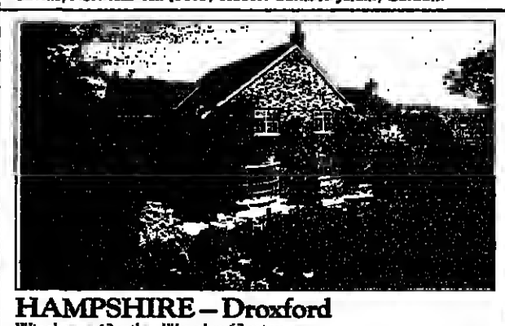
Girvan 3 miles, Prestwick Airport 22 miles, Glasgow 55 miles.

One of the finest fortified houses in South Scotland, Grade A listed, in excellent decorative order, with many interesting architectural and historical features.

Killochan Castle: 5 reception rooms, kitchen, 8 bedrooms, 5 bathrooms.
Steward's flat: sitting room, kitchen/dining room, 3 bedrooms, bathroom.
Gate house: sitting room, kitchen/dining room, 3 bedrooms, bathroom.
Useful outbuildings. Beautiful walled garden. Mature wooded policies.
200 yards fishing on the River Girvan.

About 45 acres.
Excess of £450,000
For sale as a whole with vacant possession.

Savills, Edinburgh. Tel: 031-226 6961. Contact: Andrew Smith.



HAMPSHIRE – Droxford

Winchester 12 miles, Waterloo 62 minutes.

Enchanting house in picturesque setting within the favoured Meon Valley.

4 reception rooms, 5 bedrooms, 2 bathrooms and shower room.

Heated swimming pool, 2 barns with stabling and garaging (one suitable for conversion subject to consent), further stabling.

Attractive garden, pond, paddocks.

About 8½ acres.

Joint Agents: Ian Judd & Partners (04893) 6422 and Savills, London. Tel: 01-499 8644. Contact: Richard Taylor.

HAMPSHIRE – Rockbourne

Fordingbridge 4 miles, Salisbury 9 miles (Waterloo 90 minutes). Access M27 14 miles.

Superbly appointed house of distinctive design set in secluded south-facing gardens on the edge of a quiet pretty village.

Impressive reception/dining hall, sitting room, conservatory, kitchen/breakfast room, utility room, cloak/shower room, 4 bedrooms, bathroom.

Wing with excellent garaging for 3 cars with potential for annexe.

About 1 acre.

Excess of £330,000

Savills, Salisbury. Tel: (0722) 20422.
Contact: JoAnne Archer.

DERBYSHIRE – Bakewell

Bakewell 2 miles, Chesterfield 12 miles, Sheffield 16 miles, M1 17 miles, Manchester 31 miles. St Pancras 122 minutes.

Exceptional family house with superb views together with a holiday cottage complex, outbuildings and paddockland.

House: Hall, sitting room, dining room, study, kitchen/breakfast room, cloakroom, utility room. 6 bedrooms, 2 bathrooms.
5 holiday letting units.
Outbuildings with potential for expansion of the holiday business.
Paddockland.

About 20¼ acres.

Savills, York. Tel: (0904) 620731. Contact: Tracy Kinghorne.

NORTHAMPTONSHIRE – Hargrave

Wellingborough 9 miles, Bedford 16 miles, A1/M1 link 5 miles.

Fine listed stone country house.
Delightfully situated overlooking unspoilt countryside.

3 reception rooms, kitchen/breakfast room, cloakroom, cellars.
4 bedrooms, 2 bathrooms. Central heating.
2 self contained flats. Coach House. Garaging.
Heated swimming pool. Gardens and grounds.

About 4.84 acres. (further land available).
Excess of £450,000.

Joint Agents: Brown & Merry, Wendover. Tel: (0296) 622855.
Savills, Banbury. Tel: (0295) 3535. Contact: John Lowe.
Savills, Stamford. Tel: (0780) 66222. Contact: Yvonne Szymborska.

SAVILLS *magazine*

Autumn edition published 16th September

- Seventy-three pages of houses and flats for sale.
- The autumn price guide to country houses.
- Review of the 1988 country house market.
- London's current and future *residential developments.*

Plus much, much more in the
BEST PROPERTY MAGAZINE AVAILABLE TODAY

The Savills Magazine is now available by subscription. £12 UK £25 overseas, for further information please telephone: Amanda Sharpe 01-499 8644 or send your cheque to:

Savills Magazine
20 Grosvenor Hill, Berkeley Square, London W1X 0HQ
Telephone: 01-499 8644
Fax: 01-493 0449 Telex: 263796

01-499 8644 20 Grosvenor Hill, London W1X 0HQ

LONDON BANBURY BOURNEMOUTH BRECHIN CAMBRIDGE CHELMSFORD EDINBURGH HENLEY HEREFORD LINCOLN NORWICH SALISBURY STAMFORD WIMBORNE YORK
HONG KONG Associates: FRANCE THE NETHERLANDS THE UNITED STATES OF AMERICA

London Property

PRINCE REGENT MEWS

VIEWING SUNDAY 4TH SEPTEMBER 11am-5pm

Netley Street, Euston NW1

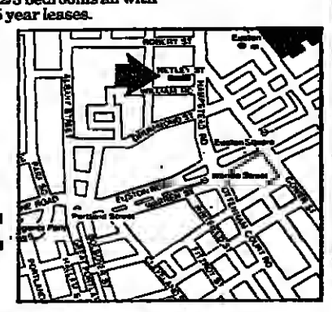
Shortlisted for the Prince Charles Design Award 1988

A minute's walk from Euston Tower
An outstanding Georgian style mews in this secure courtyard setting

This brand new gated development offers 19 superbly appointed flats/maisonettes with 2/3 bedrooms all with car parking facilities. 125 year leases.

- Neville Johnson Kitchens fully equipped
- Amtico floor
- Full NHBC Guarantee
- Independent gas central heating and hot water system
- Fully fitted carpets
- Video entry system
- Porters Lodge with caretaker
- TV and FM point in all rooms
- Brass fittings throughout
- High pressure pumps in shower rooms

Prices £137,000 – £280,000
Garages £15,000 Car Spaces £7,000

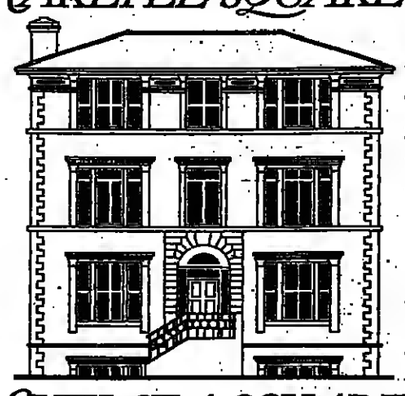


EGLIN DWOOD & CO
103 Parkway,
Regents Park, NW1
01-267 3267

FRANK HARRIS & COMPANY
81 Marchmont Street, WC1
01-387 0077

On the instructions of the LEB

CARLYLE SQUARE



CHELSEA SQUARE
LONDON SW3
An Excellent Residential Development Opportunity
For Sale by Tender

A development site with detailed planning consent for two substantial houses in a prime residential location.
Closing date 10th October 1988.

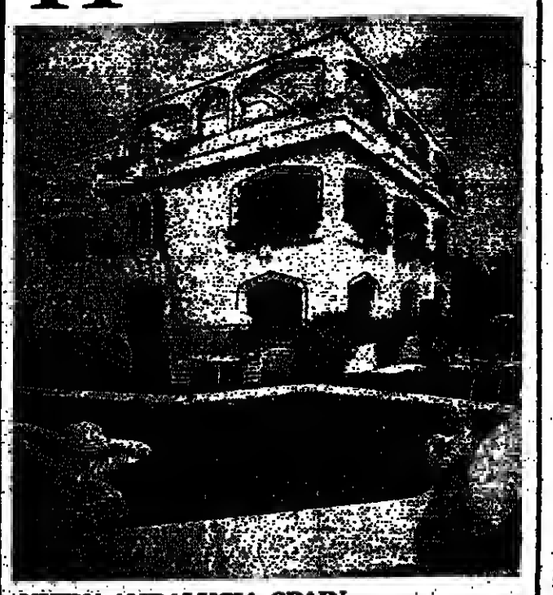
Brochure and tender documents available from:

01 434 9272 | FARRAR STEAD & GLYN

22-25 SACKVILLE STREET, LONDON W1X 1DE

International Property

HAMPTONS



NUEVA ANDALUCIA, SPAIN

A stunning house of spacious proportions close to Puerto Banus and the Aloha and Las Brisas golf clubs, on high ground with panoramic views towards Marbella, 'La Concha' mountain and the sea.

The sumptuously decorated interior includes reception hall, living/dining room, kitchen, laundry, 4 bedrooms some with en suite bathrooms, superb terraces, games room/gymnasium. Ample basement suitable for conversion. Double garage with 2 bedrooms guest apartment. Mature easily managed gardens with swimming pool.

Substantial offers are invited.
Hamptons International Department,
6 Arlington Street, St. James's, London, SW1A 1RB.
Tel: 01-493 8222

The specialists in new properties and resales on The Costa Del Sol and Costa Blanca.

LUXURY ON A GRAND SCALE IN SW1.

This spacious apartment comes with two bedrooms, two bathrooms, a luxury fitted integrated kitchen, with oven, hob, refrigerator, freezer, washing machine, dish washer, and the finest fitted quality carpets throughout.

There's uniformed porterage and security 24 hours per day, under cover parking, video entry systems and cable TV facilities.

For further information contact Mr Robert Sargeant on 01-630 6770, between 10am-6pm seven days a week, for an appointment to view. Prices from £285,000

Bessborough Gardens SW1 — WIMPEY

CLUTTONS

ELM PLACE, LONDON, SW7

Extremely rare opportunity to acquire an enchanting UNMODERNISED double fronted house situated in one of Chelsea's most attractive and sought after streets.

Elm Place is adjacent to Selwood Terrace and runs north off the Fulham Road in the heart of Chelsea.

Entrance Hall; Double Reception Rooms; Kitchen; Skullery; 3 Bedrooms; 2 Bathrooms; Cloakroom; Large Cellar; South West Facing Garden.

FREEHOLD — PRICE ON APPLICATION

PELHAM CRESCENT, LONDON, SW7

An exceptional family house set in one of the most prestigious London garden crescents. The house has been painstakingly refurbished and decorated to the highest possible standard.

Entrance Hall; Drawing Room; Dining Room; Kitchen/Breakfast Room; Utility Room; Master Bedroom Suite; 3 Additional Bedroom Suites; 2 Further Bedrooms; 1 Further Bathroom; Garden; Gas Central Heating.

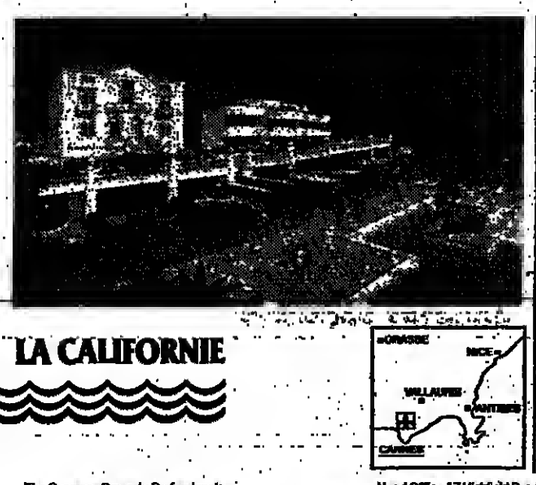
LEASEHOLD 60 YEARS — £1.2 MILLION

Chelsea Office: 117-119 Fulham Road, London, SW3 6RL, Telephone: 01-589 1122

127 Mount Street, Mayfair, London W1Y 5HA, Telephone: 01-499 4155

Head Office: 45 Berkeley Square, London W1X 5GB. Also at: London – Kensington, Chelsea, Docklands. Arundel, Bath, Canterbury, Carlisle, Edinburgh, Harrogate, Haywards Heath, Oxford, Wells. Bahrain, Dubai, Oman, Sharjah.

CÔTE D'AZUR



LA CALIFORNIE

Set amongst the grounds of a magnificent period house just 5 minutes walk from La Croisette, is a superb development comprising studios, 1/2 bedroom apartments and a unique penthouse flat. Each apartment enjoys its own terrace and benefits from a large swimming pool and underground parking. Prices upon application.

Ellis & Co.

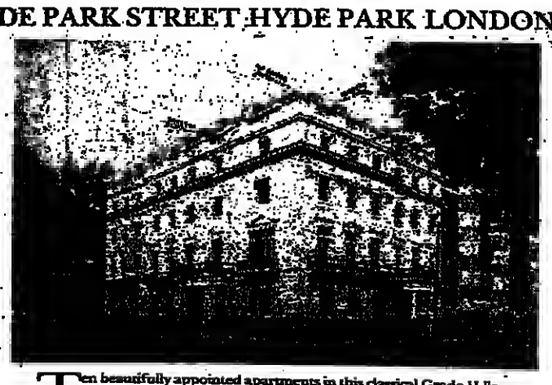
The Overseas Property Professionals

Head Office 17 Highfield Road London NW11 9PJ Tel: (01) 458 3252

London Property

A development by Mountleigh Group plc

2 HYDE PARK STREET HYDE PARK LONDON W2



Ten beautifully appointed apartments in this classical Grade II listed building. The apartments are exceptionally spacious, with with magnificent views south and west over Hyde Park.

3-6 Bedroom apartments ◆ *Luxury marble bathrooms*
Bulthaup fitted kitchens ◆ *Integrated security system*
Resident porter ◆ *Passenger lifts*

Private Parking

Prices from: £550,000
Leases: 99 years

Sole Agents

AYLESFORD & CO

440 Kings Road, London SW10. Tel: 01-351 2383
103 Kensington Church St, London W8. Tel: 01-727 6663
Site Office: 01-262 0474/0478

CLUTTONS

BOLTON GARDENS, SW5

An immaculately presented and particularly charming First Floor Flat with French windows leading from the Drawing Room onto a large, pretty Terrace overlooking the delightful gardens. Well situated for excellent shopping and transport facilities.

Entrance Hall, Drawing Room, Master Bedroom with Dressing Room and ensuite Bathroom, Bedroom 2/Dining Room, Bathroom 2, Kitchen, Utility Room, Terrace, Ind Gas CH and HW. Access to Communal Gardens.

LEASE 72 YEARS — £320,000

Joint Sole Agents:
Russell Simpson 255 0277

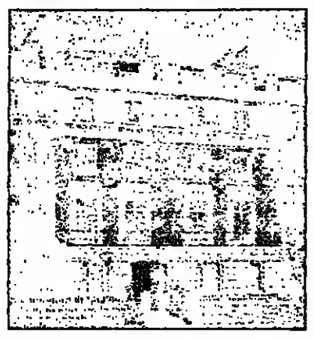
EVELYN GARDENS, SW7

A meticulously modernised raised Ground Floor Flat with direct access to landscaped Communal Gardens. The Flat has been beautifully interior designed yet retains some fine period features.

Master Bedroom with Dressing Area and ensuite Bathroom, Second Double Bedroom and Bathroom, 25' Drawing Room, Kitchen/Dining Room, Ind Gas CH.

LEASE 62 YEARS — £315,000

Joint Sole Agents:
Farrar Stead & Glyn – 273 8425



ONSLOW SQUARE, SW7

A spectacular, laterally converted First Floor Flat in an elegant Double fronted House overlooking Onslow Square. Interior Designed and boasting an impressive Drawing Room, facing south over the communal gardens, the Flat also benefits from a balcony and a very large sunny Roof Terrace.

2/3 Bedrooms, Drawing Room, Dining Room/Bedroom 3, Kitchen/Breakfast Room, 2 Bathrooms (1 ensuite), Roof Terrace, Balcony, Lift, Entry Telephone, Use of Square Gardens and Tennis Court, Caretaker.

LEASE 61 YEARS — OFFERS OVER £525,000

EVELYN GARDENS, SW7

A spectacular First Floor Flat boasting a magnificent 40' x 40' Reception Room. It is ideal for entertaining on a grand scale being in excellent condition and overlooks landscaped gardens.

3 Bedrooms, 2 Bathrooms, Double Reception Room, Dining Room, Study, Kitchen/Breakfast Room, Cloakroom, Security System, 2 Line Telephone System, Resident Caretaker, Lift, Use of Communal Gardens.

LEASE 70 YEARS — £725,000

CRANLEY GARDENS, SW7

An outstanding development of luxury Apartments boasting well planned accommodation and with the majority benefitting from west facing terraces. Meticulously finished, the Apartments afford much light and would make excellent rental investments or Central London homes.

The excellent shops and transport facilities of the Gloucester Road are a short walk away as are many popular restaurants.

Studios/1/2/3 Bedroom Apartments
LEASE 61 YEARS
Prices range from £130,000 – £495,000

Joint Sole Agents:
Farley & Co 589 1243

BEAUFORT STREET, SW3

Three elegant Apartments, refurbished to the very highest standards in this beautiful Victorian Townhouse.

Ground Floor Maisonette with 25' Private Garden.	£310,000
First Floor One Bedroom Flat.	£165,000
Upper Maisonette with Roof Terrace.	£285,000

ONSLOW GARDENS, SW7

A rare chance to purchase Flats in this magnificent development prior to completion of building works. These two stucco fronted buildings have been carefully restored to the highest specification and all enjoy access to delightful communal gardens.

There are 12 Flats in all ranging from Studios at £110,000 to three Bedroomed Maisonettes and a Penthouse at £575,000.

LEASE 60 YEARS

Chelsea Office: 117-119 Fulham Road, London, SW3 6RL, Telephone: 01-589 1122

127 Mount Street, Mayfair, London W1Y 5HA, Telephone: 01-499 4155

Head Office: 45 Berkeley Square, London W1X 5GB. Also at: London – Kensington, Chelsea, Docklands. Arundel, Bath, Canterbury, Carlisle, Edinburgh, Harrogate, Haywards Heath, Oxford, Wells. Bahrain, Dubai, Oman, Sharjah.

RURAL SECLUSION IN HIGHGATE N6

Substantial elegant Edwardian house in quiet road close to Highgate tube. 5 double bedrooms, 2 receptions, large fitted kitchen, utility room, cellar, large loft, bathroom, 2 wc's, potential annexe. Many period features and brass fit'tings. Attractive soft garden backing on to Woodland. Must be viewed to be appreciated. Offers in the region of £256,000.

Tel. 01-348 4318

CHELSEA

Beautifully decorated 2 bedroom house with sitting room, kitchen/dining room, bathroom and attractive walled garden. The property is close to New Chelsea Harbour development and the excellent shops and public transport of the Kings Road. F.H £194,500.

Tel No. 351-4897

FULHAM / CHELSEA BORDER MOORE PARK ESTATE SW6

Private Sale

Exceptional freehold family house, 4 beds, 2 baths (1 ensuite), 3 receps, inc vast drawing room. Large kitchen, utility area, gas C.H., garden, leading to private garage. Completely refurbished. No chain.

£367,000
(01) 736 1014

Rentals

LYHAM PROPERTY SERVICES

Letting is a professional business. Lyham is a professional company. Available now! We have properties to rent and wanted by Japanese Co's. Executives and professionals in Knightsbridge, Kensington, Chelsea and all residential areas.

Tel: 245 6011
38 Sloane St, Knightsbridge,
London SW1X 9LT

BRUCE

ARE YOU LOOKING FOR A RENTAL PROPERTY IN CENTRAL LONDON?

We have a large selection of property, from family houses to one bedroom flats, furnished and unfurnished, short and long lets, in every price range.

PLEASE CONTACT AMANDA NEWBERY OR KATE EARLE ON 01-937 9684

ST JAMES HOUSE, 13 KENSINGTON SQUARE, LONDON W8 5HD
01-937 9847 937 9684 Fax 01-938 4291

هكذا من الأصل

PROPERTY

'Inheritance generation' of sun seekers

***Audrey Powell** wonders what reasons people have for investing in overseas property*

THE Portugese Chamber of Commerce in London published *Buying Property in Portugal* last year, it has sold some 10,000 copies.

It does not suggest that all those UK purchasers of the book (£3, including postage, from them at 1 New Bond Street, W1Y 9PE) have rushed down to the Algarve snapping up holiday homes. But presumably they were interested in the idea.

Why do people buy a property overseas? A Kent woman with one on a Mediterranean island, said: "I must have thought of it every day since I bought it. It wouldn't have been nearly as much fun having a property in this country." And a London chartered surveyor, who sells homes in the sun, isn't looking forward to European barrier-removing in 1992: "People like the spice of danger in buying in another country," he says. When everything is computer-organised it will not have the same romance and glamour.

It is interesting to note how reasons for buying abroad have changed. Once it was only the wealthy who bought – for health or winter sun. But with air travel and mass tourism a wider market was discovered, and pounced on: cottages at giveaway prices on the Mediterranean coast. Developers got the message, and ran up blocks of inexpensive flats in what were fishing villages for these seekers after summer sun. Others bought them as retirement homes.

Such properties aren't cheap any more. But there is still a considerable market, although there is less impulse buying and fewer organised inspection trips. Purchasers and properties are more sophisticated now, and the Channel tunnel is creating a new market. French Associates, in Robertsbridge, Sussex, sold 10 properties around Boulogne to Britons in 12 weeks recently at an average price of £30,000, starting from £15,000.

Investment was always a reason for buying overseas, and after last year's stock market crash the number of Britons purchasing in Common market countries increased as they sought a safer niche for savings. Indeed, financial services group Allied Dunbar has just brought out *Your Home in Spain*, and a similar book on Portugal, in its Money Guide series (Longman, £4.95 each, from major bookshops).

Villa at Four Seasons Fairways, Quinta do Lago on the Algarve

A new breed of buyers is the "inheritance generation," who, already owning homes, inherit properties from parents who in the past might only have rented. Some of the money derived will certainly go on getaway places in a drier climate.

With today's trend in mind they may plump for a project offering activity holidays. While early developers may have added a swimming pool to their towers of flats, in 1988 their successors include an ever-widening spread of leisure and fitness facilities.

At Miraflores, east of Marbella on Spain's Costa del Sol, there are already 18 swimming pools, five tennis courts and a bowling green for its flat and villa owners. Now apartments are being built on the beachfront, and water sports will be added.

Behind, where the scheme will spread towards the mountain foothills, there will be a lake, riding, and an 18 hole golf course with a golf academy, which company chairman Ole Sigurdsson claims will be the first of its kind in Spain. Out of 100 people who start playing, 85 stop within three months and ten more within a year, he says. They feel embarrassed, as beginners, on normally highly-used courses. His academy will be floodlit and they can spend as long as they wish getting practice.

He encourages the renting of the properties – some amid a jungle of greenery – for holidays. That, he believes, gives people a true feeling of what a place is like, and many who rent, then buy. A typical studio, as large as many one-bedroom flats, with a grey and white split-level marble floor, bathroom, concealed kichenette and patio or balcony looking towards the sea, is £40,000. The choice of freehold properties goes up in £150,000 for a three bedroom villa.

With a chairman who is Icelandic, sales offices in Copenhagen, Brussels, and Paris next year, the atmosphere at Miraflores is understandably international. Its UK office is at 116 College Road, Harrow, Middlesex HA1 1BQ.

In the Algarve earlier this year, staff at the Four Seasons Fairways project at Quinta do Lago were saying wryly that the unseasonally overcast weather had its advantages. People lost interest in the beaches and wandered into the development looking at literature and show houses, perhaps thinking that a holiday property on an estate alongside a golf course, with a clubhouse and indoor and outdoor sports facilities, was better than a hotel room when the sun disappeared.

This is the second Four Seasons development in the area, by Dublin-based McInerney Properties. A third is under way at nearby Vilamoura. All offer a choice of apartments, villas, prices and buying options. You could purchase a three-bedroom villa outright at Fairways, for £204,000. Alternatively you could occupy a similar one – but fully furnished, with its own pool – for about £120,000 for six months annually, in perpetuity. There would then be a maintenance charge of around £4,200, to include maid service, linen changes, furnishing replacements . . . Or, again, you might buy an annual two months' use of the property, with perhaps part rotating – or other variations.

It is, of course, a form of timeshare, though the dreaded word is never used. The company see it as the ultimate in flexibility. Their office is at 140 Tabernacle Street, London, EC2A 4SD.

A tax haven is another reason for seeking a home out of Britain. Many once-popular havens across the Atlantic are out of favour, but the Channel Islands are always "in." If you, yourself, can get in, that is.

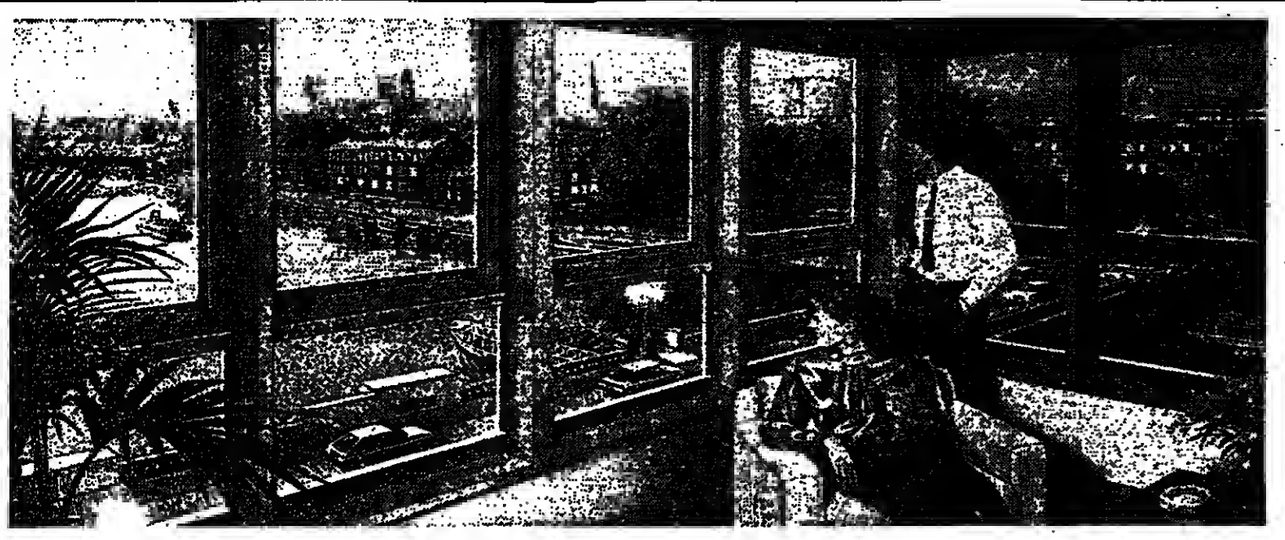
In the largest island, Jersey, income tax has remained at 20 per cent for 40 years. There is no VAT, capital gains tax or inheritance duty. But its population is just over 80,000 and the States of Jersey (its representative assembly) thinks that is enough. So it limits the annual intake of settlers with neither family nor work qualifications to five. It has been called "the most exclusive club in the world."

The terms, though not inflexible, are somewhat onerous. Applicants are expected to have £8m plus in assets, and an annual income of over £500,000. First hurdles passed, you still have to be accepted by the States Housing Committee. That tends to favour those with some special attribute, apart from cash, which might benefit the community. Last year it chose from about 20 serious applicants. But one senses that the figure of five may soon be slightly relaxed (for years it was 15–20).

An acceptable applicant must then buy a home priced above the level of the local market – say £250,000 or more. Hamptons, this year celebrating its 30th year of estate agency in Jersey, has plenty of suggestions. "A substantial gentleman's residence" with views over the bay, seven bedrooms, staff accommodation, pool and four acres at £950,000, for instance. Or a pink granite house in three acres, with vast music room and gallery, numerous reception and bedrooms, and pool, for £1,250,000. Or a white period house with four reception rooms, billiard room, lift to the range of bedrooms, two swimming pools, in 15 acres, £2,500,000.

Incidentally, should you still think of Jersey in terms of agriculture and tourism, it now has 35 estate agencies, 52 banks and is probably the largest banking community in Europe.

AN OPPORTUNITY TO ACQUIRE THE FINEST VIEWS OF YORK.



Wimpey Homes offer you this unique opportunity to tender for two 1 bedroom and two 2 bedroom luxury penthouses in York.

Situated in a prime location on the banks of the River Ouse, overlooking the grand old City of York, the panoramic views from these penthouse apartments at Bishop's Wharf are priceless. In addition they will be exquisitely decorated and furnished to the highest standards by a leading interior designer.

When you need a peaceful haven, they provide the ultimate, tranquil retreat. Both 1 and 2 bedroom penthouses are secure with a special security lift complete with video entry monitor. Yet after just a short walk, you are in the hustle and bustle of the city. York racecourse is only 5 minutes away, and with an airport and major rail link close by (only 2 hours from London and 3 hours from Edinburgh by Intercity) Bishop's Wharf is perfectly placed.

Tenders in excess of £175,000 are requested for the 1 bedroom penthouses and £350,000 for the 2 bedroom penthouses. The closing date for receipt of tender application forms is Friday 30th September at 12 noon.

For a tender form please contact Keith Greenwood on 0904 611927. He will be pleased to send you our brochure and arrange for a personal visit as viewing is strictly by appointment only.

WIMPEY WELCOME HOME

PORTMAN GATE

Brian Lack & Co — 446 ST. JOHN'S TERRACE, ST. JOHNS WOOD, LONDON NW8 6PJ TEL: 01-586 5929.

DECLAN KELLY GROUP PLC — OLD PORTSMOUTH ROAD, GUILDFORD, SURREY GU3 1LR TEL: (0483) 69211

GA Property Services

SIDMOUTH - EAST DEVON

An individual detached chalet bungalow with superb rural views, peacefully situated in grounds of approximately 1 acre. Dining Hall, Drawing Room, Kitchen/Breakfast Room with Utility area, 2 bedrooms (1 with en suite shower room), Bathroom, large storage areas. Gas central heating and double glazing. Double integral garage. Auction 21st September, 1988.

Apply:
G.A. Property Service, Sidmouth,
Telephone: (03955) 77077
Contact Angela Hollingshead

RIVER VIEW at St. Margarets

Magnificent F/H det. family house, unique setting: conservn. area, Thames outlook, gdn. + shared priv. acreage, 30 mins Pice/Waterloo, Capacious interiors. CH. Dble-glzg. Entrance hall, 6 beds, 2 baths, clkrm. 25' lounge, 21' din. rm., k/b/fst. rm, vast playrm/studio, conservatory, dble. garage

Offers in excess £865,000
Tel: 01-892 3755

Level Building plot *near* Edenbridge with outline consent for erection of a 3 bed bungalow. Apply Lambert & Foster, Paddock Wood (089283) 2323

Knight Frank & Rutley

WORCESTERSHIRE
Worcester 24 miles Kidderminster 19 miles
A substantial period building built in the Gothic style with full range of ancillary buildings surrounded by beautiful countryside.
Main building to include:-
Library, galleried dining hall, dormitories and offices
Separate theatre block, music block with hall, Classroom block.
Detached house, two semi-detached cottages.
Garden, woodland and paddocks. Tennis courts, swimming pool.
About 24 acres
Joint Agents: Messrs Russell Baldwin & Bright
Tenbury Wells (0584) 811511
Knight Frank & Rutley, Stratford-Upon-Avon
(0789) 297735
(KGM/02840)

London 01-629 8171
20 Hanover Square, London W1R 0AH

LAMBOURN, BERKSHIRE

A particularly charming detached period village house, modernised to a high standard, situated near the centre of this much sought after village in the Lambourn Valley, with excellent communications. M4 (Junction 14) 6 miles. Swindon 9 miles Newbury 15 miles Hall, Drawing Room, Dining Room, Kitchen, Utility Room, Cloakroom, 4 Bedrooms, large Study/Bedroom 5, en-suite Shower Room, W.C., Gas Central Heating. Garage, Garden and ample car parking. Price Guide: £165,000

Pilgrim Road, 6 Market Square, Lambourn, Berkshire.
Telephone: (0488) 72911

17th CENTURY DOVE COTE

Nr. Bibury, Glos. London: 1 hr. 20 mins. 2 beds, 18ft x 18ft living rm, cloakrm, bathroom, prop. shower rm, ½ acre, swimming pool.
Private Sale. £155,000
Contact Miss Butler, day 01-493-8222
Eves 01-286-1077

Near Grantham Lincolnshire

Ancaster Hall. Grade II * Listed country house. 8 miles Grantham. London just over an hour by rail. Hall, 5 reception rooms, domestic offices, cellars, 10 bedrooms, 5 bathrooms, outbuildings, walled gardens, ¾ acre.

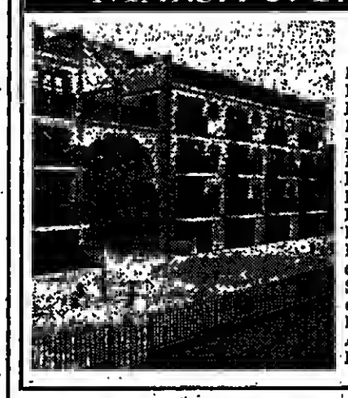
£175,000
Telephone 0400 50275

LUXURY MEWS FLAT - EDINBURGH

Randolph Lane. Desirable location close to Edinburgh financial West End. Refurbished to a high standard. Comprising: 2 bedrooms, lounge, shower room, fitted kitchen, entry phone, gas c.h. Carpets and kitchen appliances included in price of £70,000.

Tel: 031-220 2085 office hours

MARSH & PARSONS



It's a new development?
It's in Hammersmith. W6
It's easy for tube/bus
It's by the Thames
It's enclosed
It's quiet
It's secure
It's half sold already
It's Chancellors Wharf
Houses at £325,000
Flats from £160,000
each with garage
Show houses and flats open daily 11 until 6 pm
Phone 01-748 4770/1
A Development By Darcon Properties

Fitzroy

HYDE PARK, W2 Immaculate eighth floor apartment with excellent views over Hyde Park. 4 beds, 2 receps, 2 ensuite baths, sep shwr room, kit, lift, 24hr porterage, balcony, parking, entryphone, 76 years £435,00.

QUEENSWAY, W2 Two superb flats recently refurbished to an excellent standard, 1 x 3 bed, recep, kit, bath, shwr, lift, porter, 94 years, £200,000 - 1 x 4 bed, 2 receps, kit, 2 baths, lift, porter, 89 years, £245,000.

CUMBERLAND TERRACE, NW1 Tastefully decorated ground floor apartment with 1 bed, bath with jacuzzi, recep, kit/diner, storage, parking, lease 35.4 years, £235,000

STOCKLEIGH HALL, NW8 Attractive flat on ground floor close to Regents Park, 3 beds, 2-en-suite baths, dbl recep, shwr room, kit., porter, lift, entryphone, long lease, £375,000

FITZROY 01-258 0010
MON - FRI 9.30AM - 6.30PM
SATURDAY 10.30AM - 1.00PM

SELL YOUR HOUSE

Through the Weekend FT Property Pages

To advertise your property in the Saturday property pages, simply complete the coupon below and return it to: Francis Phillips, Classified Sales Manager, Financial Times, 10 Cannon Street, London EC4P 4BY.

Allow five words per line (minimum 3 lines) **Cost:** 5-15 words (£20.70) 20 words (£27.60) 25 words (£34.50) 30 words (£41.40) 35 words (£48.30) 40 words (£55.20) all rates include Vat. Advertisements over 40 words, rates are available on application, please attach copy separately **Lineage:** £6.00 per line + Vat. **Display:** £26.00 per scc + Vat.

Please insert the following copy in the Weekend FT: on Saturday _____ 1988

I wish to pay by cheque, value £_____ made payable to: Financial Times Limited.

I authorise you to debit from my Visa/Amex/Access account (delete as applicable) the sum of £_____

Signature _____

Card expiry date _____

My card number is _____

Name: _____

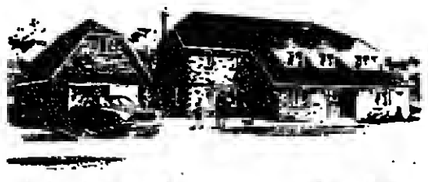
Address: _____

Postcode: _____

Daytime Tel No: _____

Weekend FT ● Property Pages ● 01-248 3296

SOUTHLANDS PARK
WEST LAVINGTON HILL • MIDHURST
SOUTHERN HOMES LIMITED



A private development of 7 luxury homes occupying one of the most desirable locations in West Sussex with commanding views.

View Home Open
Weekdays 2pm – 5pm
Weekends 10am – 5pm

Prices from £280,000 to £375,000 freehold

BLACK HORSE AGENCIES Chartered Surveyors
MIDHURST (073081) 6131

Woosnam & Tyler
Chartered Surveyors. Land & Estate Agents

WELSH BORDER LAND
LLoegr Farm. Pontfaen. Brecon

A delightful residential and agricultural property in a superb situation surrounded by totally unspoilt countryside. Comprising Stone built farmhouse, 2 reception rooms, kitchen, 5 bedrooms, bathroom. Un-modernised cottage. Excellent modern and traditional farm buildings suitable for a wide variety of uses. Porductive land including a small area of amenity woodland and stream. Up to 105 acres.

For Sale as a Whole by Private Treaty

Dolgarreg, North Road, Builth Wells, Powys, LD2 3DD
Tel: 0982 553236
Humberts

HAMPTONS

AUTUMN PROPTERY AUCTION

A varied selection of property in Worcestershire, Gloucestershire and Wiltshire including Building Land and Development opportunities, several cottages and town houses, some for renovation, a Period Farmhouses, a Georgian House for modernisation, various buildings for conversion including a Coach House and a barn, shops, grazing land and fishing rights.

FOR SALE BY AUCTION SEPTEMBER 27th/28th/29th/30th
Illustrated Catalogues from:
Cirencester office Tel (0285) 4535 — Cheltenham office Tel: (0242) 222929 — Marlborough office Tel: (0672) 53471

RENTALS

F.W. GAPP

We always require quality properties in central London for waiting applicants.
Management service also available.

The Property Managers
01-243 0964

KATHINI GRAHAM LTD
01 584 3285

We have a full register of good quality properties in Central London for long lets and short lets at prices from £175 per week to £4,000 per week.

SERVICED APARTMENTS CHELSEA

Well sited restaurants, late night shopping. Furnished studio and 1 bed flats from £250 p.w., min 1 month.
Letting office, Neil Gwyne House Sloane Avenue, London, SW3 3AX.
(01) 584 8317
Telex 916358 NGHLDN

Luxury Co-ownership. Exclusive lochside holiday homes with fabulous facilities in the Scottish Highlands. Tel 088 73 666

LUXURY FURNISHED FLAT TO LET. Randolph Place, - EDINBURGH. Adjacent Edinburghs financial West End. 3 bedrooms (one en-suite), hall, lounge, kitchen, bathroom, gas c.h. Ideal for corporate let. £375 p.m. Tel: 031-220 2085 office hours.

HARROW ON THE HILL
£330,000

Very Large 4 Beds, 2 Bathrooms, well equipped, very well designed modern property..

Phone 01-900 1002

68W LEONARD COURT • WESTBOURNE TERRACE W2

An exciting and carefully refurbished listed period building being an end house in this fine mature tree lined avenue. Here are just 12 newly constructed apartments situated close to Lancaster Gate, Hyde Park, the principal travel routes, local shops as well as the West End.

◆ PASSENGER LIFT ◆ VIDEO DOOR ENTRY SYSTEM ◆ QUALITY FITTED CARPETS ◆ TERRACES OR BALCONIES TO SOME FLATS ◆ 4 FLATS WITH PARKING SPACES ◆ PERIOD FEATURES TO SOME FLATS ◆ INDEPENDENT GAS CENTRAL HEATING.

2 & 3 Bedrooms, 125 year leases. PRICES: £120,000 – £385,000

PRUDENTIAL Property Services — HYDE PARK OFFICE 01-262 5060, 40 Connaught Street W2 2AB

HAMPTONS

TO BE AUCTIONED ON 5TH OCTOBER 1988
1 FITZROY CLOSE, FITZROY PARK, HIGHGATE, N6

A modern 1960's detached in a superb situation on the edge of Hampstead Heath, comprising at present 3 reception rooms, 4 bedrooms, 3 bathrooms, kitchen, double garage, garden.

ENORMOUS POTENTIAL FOR CONVERSION AND UPDATING

21 Heath Street, Hampstead, London. NW3 1YB
Tel: 01-794 8222

NEW YORK STYLE PENTHOUSE SW17

Spectacular 2 bed apartment, with 25ft galleried living area. Luxury kitchen and bathroom, private terrace, security, car parking.

Only £149,000
01 794 5793

Eaton Avenue NW3

- Vast 7 room flat 5 mins tube. 2 baths. kit/breakfast room, CH P/B £325,000
Tel: 01-586-1320 NO AGENTS.

LONDON N1 - NORTHCHURCH ROAD

Elegant grade II Listed 5 storey house in quiet tree lined cul-de-sac. 3 Beds, 2 Baths, 2 Receps, Dining room, Fully Fitted Kit. Large front and rear garden. Off Street Parking. Immaculate condition included. Early exchange - no chain. Offers around £225,000 L/H 85 yrs

Showings and weekend 01-348-2323

CITY 10 mins, DOCKLANDS 10 mins

House in stunning Victorian School conversion in Bow E3. Vaulted ceilings with original beams, double height windows, 22ft Recep, fully equipped kit, 2 beds, Private Off Street parking. £139,950 ono for genuine quick sale.

Tel: 01-981-4386

Pied-a-terre. Ken High St. Superb situation, 1 bed, large recep, fl kit, bath, low s/c + g/r. £155,000. Tel: 01-486-5991/01-937-7244

Ch. Hal. Attractive 1 bed apt. in Kensington, suitable for executive. Close all transport and other amenities. £160,000 Tel: 01-486-5991/01-937-7244

KENSINGTON Attractive exec apt. in highly desirable Edwardian building. Close shops, transport, schools + royal park. £475,000. Tel: 01-486-5991/01-937-7244

Sallmann Barrington Laurance

DANVERS STREET, CHELSEA, LONDON SW3

Charming Freehold four storey terraced house with listed facade which is clad in Virginia creeper and climbing roses. The property also has the added advantage of a lock up garage at the rear.

The accommodation comprises: 3 bedrooms, drawing room, dining room, kitchen, 2 bathrooms, cloakroom, utility room, garage, roof terrace.
Banham alarm and security fixtures.

Freehold. Price £475,000.

CHARTERHOUSE SQUARE EC1

Newly refurbished 1 bedroom flats

125 year leases. Complex including sports centre, pool and roof gardens overlooking Square.

From £99,750 (only 5 left)

Tel 01-730 3237
9.30 – 5.00 weekdays

CHISWICK WHARF CHISWICK MALL

Outstanding value. Modern townhouse right on the River Thames with unparalleled views. Available for quick sale due to relocation, 3 beds, 2 baths, lounge, dining rm, WC, fully fitted kit/b'fast rm, integral garage, landscaped terraced garden. £350,000 ono

01-747-1658

London, Islington N1

Stylish modern mews house. Furnished, 3 double bedrooms, 2 bathrooms, patio garden, private drive/parking. City 8 mins, Upper Street 5 mins. Offer above £195,000

Telephone: 01-241 0822

HAMPSTEAD NW3
Freehold

Lovely Victorian house with small garden. 5 bedrooms, 2 bathrooms, kitchen/breakfast room, double reception room and carport. Panoramic views. £365,000.

Tel: 01-794 8960

QUEENSGATE SW7 Superb newly refurb. penthouse. Private roof ter., dble recep, f.f. kit, 3 beds, 2 baths, dressing rm, clk rm, lift. Lse 998 yrs. £420,000. "THE AGENCY" 01-584 8151 open today.

BATTERSEA Span. One bedroom flat, close to Clap. Jund. Living Room, Double Bedroom, Kitchen, Bathroom, GCH & Fitted Carpets. £69,950 HITCHCOCKS 01-624-3130

BATTERSEA VILLAGE Two double bedroom flat with views of River Thames from all principal rooms. Living room, fitted kitchen, bathroom, GCH, Fitted carpets. £118,000 HITCHCOCKS 01-624-3130

DIVERSIONS

Lucia van der Post checks out the latest rugged realities...and inspects the best of design student offerings

Stars in an up-dated floorshow

HOW TO SPEND IT

IF YOU have inherited a houseful of antique rugs you are lucky indeed. Anybody faced with bare wooden floors and with a hankering for such things will find that prices for most things old and fine are beyond the reach of all but the Porsche set. Partly it's that old enemy of the less than wall-heeled, "supply and demand," and partly it is the fact that the supply of the old and fine is by definition finite while the population with the taste for such things continues to grow. Even the once looked-down-upon kilims (so looked-down-upon were they that the old rug-dealers used to use the kilims to wrap and protect the more valuable pile carpets) have become sought after and their prices are rising faster than houses.

Because it is now hard to find real old pieces of quality and because, anyway, not everybody can afford them, enterprising rug dealers have been forced to try and meet demand some other way. Some have decided to work with manufacturers in the traditional carpet-making countries like Turkey, using fine vegetable-dyed yarns and harnessing the old skills that are still there in the villages.

Christopher Farr, though he has been in the world of rugs for several years, has just set up shop in London's Primrose Hill, where he hopes to be a kind of rug-lovers haven. You can spend anything between £50 for a colourful (and old) Punjabi dhurrie and £50,000 on an amazing yellow and green dhurrie that is rumoured to have graced the floors of the palace of the Maharajah of Bikaner. You can have your rugs cleaned, mended and valued and he'll track down specific designs for private clients or decorators to suit a given colour scheme. "This shop," he says, "is about everything that I feel is beautiful."

Though he loves fine old antique rugs and always has a good selection of them, he saw the way the market was going and knew that very soon the world would run out of stock, so he has tracked down reliable and trustworthy manufacturers in Turkey who produce modern rugs within the old tradition. The first thing was to make sure that no gaudy synthetic colours were used. He went to the old mountain villages outside Izmir, and took with him two of our brightest young textile designers, Sian Tucker (responsible for the bright new Conran Shop carrier bag) and Kate Blee and a steady collaboration has now been set up. The first new rugs are already in the shop but the best of the designs won't filter through for another eight or nine months.

Besides new, modern rugs he is also working with producers to make available new kelims made entirely in the old tradition, out of vegetable-dyed wools and hand-made so that each has the authentic individual look. This makes perfect sense given the huge prices and the shortage of the genuinely old. The sort of kelim that today sells for about £1700 if of a certain age, he will be able to sell from the modern range at between £400 and £500. These, too, are going to take a little while to filter through.

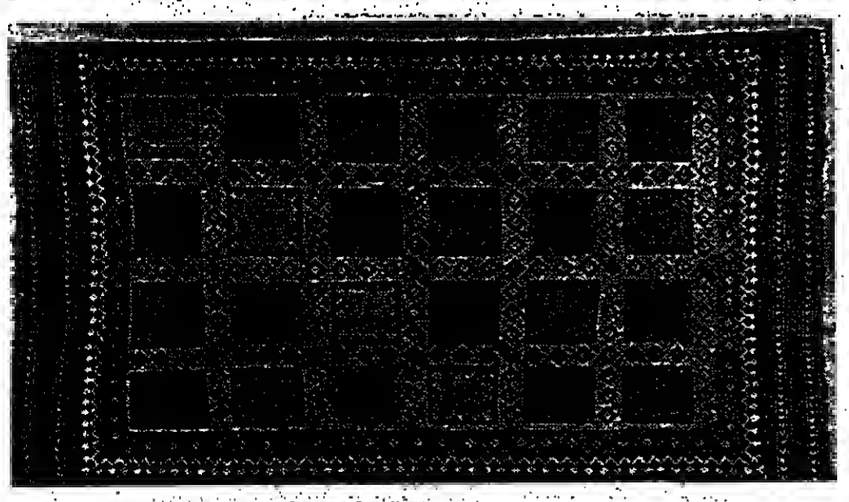
Christopher Farr also detects a huge new demand for needlepoint rugs and for rich floral kelims so these, too, he now sells - old ones when he can get them for those who can afford them (a fine Aubusson now is beyond the reach of all but the seriously rich) and modern versions from places like Poland, China and Portugal. Because the work is so intricate even the modern ones are not cheap – he has, for instance, an imposing deep floral needlepoint rug from China (7ft by 4ft) with a dark background which sells for £3,000 while a smaller one (5ft by 3ft) from Portugal, rather finer, is £2,000.

For those who fear that buying new means that your investment is gone for ever, fear not. According to Christopher Farr, fine new rugs, for all the aforementioned reasons, will go on increasing in value and he himself will always let any customer exchange any rug at any time. Furthermore, after three years he will guarantee to buy back a good modern rug bought from him if the customer has taken care of it – at worst at the price the customer paid and at best, dapending on the circumstances, for more than was paid.

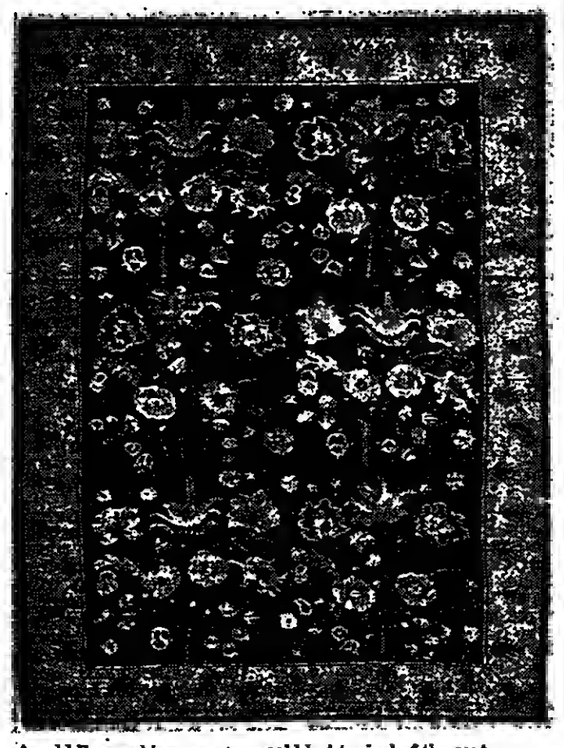
In the meantime, if you are faced with bare wooden floors and a current account depleted by mortgage payments, you could cover those floors very attractively with his richly colourful Punjabi dhurries. No two are the same, all are full of character and all have some genuine age to their name – at prices starting at £50 a time and averaging out at about £100 you really could hardly go wrong. And if your floors are already full he always sells a selection of the charming tapestry pictures woven by teenagers working in the Egyptian village of Harrania in the Nile Valley. Now internationally famous, the tapestry pictures are a sheer delight. They are not cheap, selling at between £150 and £400, but they are unique.

Christopher Farr is at 115 Regents Park Road, Primrose Hill, London NW1 8UR (Tel 01-586-9684).

Detail from Birds and the Old Tree - a woven tapestry picture by one of the children working at the Ramses Wissa Wassef School in Egypt. Christopher Farr always has a selection of their work.



Carpets, carpets everywhere at Christopher Farr.



An old Besserabian rug - now sold but typical of the sort of rugs to be found at Christopher Farr.

The cream of our graduate talent

ANYBODY interested in what our younger designers are up to should make a point of taking in the latest enterprising exhibition at Aram Designs. Called simply Ad Graduate Exhibition 88, it offers the cream of students' work, chosen, organised and gathered in by Zeev Aram and his colleagues, from all the top design and art colleges in the country.

Zeev Aram has felt for years that though the colleges are filled with talent, hardly anybody busy and influential could possibly find the time to go round all the degree shows. He and his team have therefore done all the hard work for you. Thay have slogged, personally and at endless cost in both time and money, round the dagree shows of 35 colleges. They have viewed and sifted and discussed. From them they have chosen the work that they think is the best and finest. They have arranged with colleges and students to have it transported to Aram Designs at 3 Kean Street, London WC2, where the work of the *crème de la crème* can now be seen. It covers a vast area, from furniture, through to industrial design, graphics, textiles and fashion.

There are some wonderfully dramatic and inventive hats – all interwired and quilted - by Julile Rooke from Loughborough. Barbara Siddon, from the same college, has some fine original and intricate work, quilting, pleating and smocking with oatmeal linen, muslin and cotton. Paul Taylor from Leicester Polytechnic has produced some simple inexpensive tools – the "Seedcare" range – for the indoor gardener. They are very cheap, easy to use and to wash and – important for the indoor gardener with a tiny flat – easy to stuff away in the drawer when not in use.

William Holder from Middlesex Polytehnic breaks a few barriers with his innovative chair while Mark Holden from the South Glamorgan Institute of Higher Education has rethought the simple matter of the everyday grater and come up with a version that looks wonderfully user-friendly.

Zeev Aram and his team were looking for originality, creativity and real quality. He has long been a very respected figure in the design world with an eye and a sensitivity to creative work to be trusted. So I urge those interested in design to go along and view the work and I particularly urge anybody who could do with some young design input in their field to take the chance to see the best work of this year's graduates. Zeev Aram hopes to make it an annual event – no longer will the seekers of talent have to flog all around the country to make sure of missing nobody good – a quick trot aloog to Kean Street will give them the best of the bunch.

The exhibition is on from September 7-30 and is open from Mondays to Fridays from 9.30 am to 5.30pm.

Ceramic coffee pots by William Edwards from the Royal College of Art.

User-friendly round grater by Mark Holden from the south Glamorgan Institute of higher Education.

A hat with the sort of splendour that would do justice to Nefertiti: by Julia Rooke from Loughborough College of Art and Design.

Cut to the quick at suppertime

*Chop chop: **Philippa Davenport** looks at meals which can be rustled up at short notice*

HOW TO rustle up meals quickly is a subject dear to the hearts of most cooks, although the recipes given here are not instant. (For really fast foods, you can't do better than crack into some beautifully fresh eggs or lay into delicatessen goodies – smoked salmon for Scottish splendour, or a selection of goats' cheese, ham, salami and olives for Mediterranean flavour).

Tha fishy offerings below are mine. The meat recipes come from Lynda Brown's well-flavoured and agreeably unfussy *Fresh Thoughts On Food*, which is due to be published by Dorling Kindersley on September 15.

These are the sort of dishes that are not too onerous to conjure up at the end of a working day or on your return from a sightseeing expedition; but I like, if I can, to do some of the preparations – peeling the tomatoes and so on – before setting out in the morning so that last-minute effort is kept to the minimum.

I might preface any of these recipes with a dish of steamed Kenyan beans, tossed in lemon and hazel-nut oil and served while still warm, with a generous crusting of fried hazels sprinkled over them.

To round off the meal, I suggest nothing more elaborate than a bowl of freckled apricots or plums fresh from the garden, if you are lucky enough to have some. Or a salad of ripe melon, seedless white grapes and sliced banana dressed with a spoonful or two of very lemony syrup and a few sprigs of mint.

PRAWNS WITH GINGER AND SPRING ONIONS
(Serves two)

Ten to 12 raw Dublin Bay or king prawns; several spoonsful of sunflower or peanut oil; a small knob of fresh root ginger; one fat garlic clove; at least half a dozen spring onions.

Chop the ginger and garlic very finely. Slice the spring onions and reserve separately. Put some plates and a loaf of good bread to warm in the oven.

Cut the head off each prawn if the fishmonger has not done so already, then use scissors to cut through the soft shell down the length of the underbelly.

Choose a heavy-based pan large enough to take the prawns in a single layer. Pour a good slurp of oil into it. Add the ginger and garlic and warm slowly over very low heat for a couple of minutes to aromatise the oil. Then turn up the heat and, when hot, add the prawns. Fry them just long enough to cook the flesh right through and to pink and crisp the shells.

Put the prawns onto the warmed plates. Add the spring onions quickly to the pan and let them wilt. Tip the contents of the pan over the prawns, scraping with a spatula to get every last drop of the flavoursome oil. Add a shake of soya sauce if you like, and serve immediately with the hot bread and a salad of (undressed) lettuce hearts on the side.

FINNAN HADDOCK WITH CORN, TOMATO AND BASIL
(Serves four)

Two plump finnan haddock, or 1lb undyed smoked haddock fillets; two tender young heads of sweet corn; generous ¼ lb of plum tomatoes; a bunch of basil; ½ pint of cream; a little butter; and lemon juice.

Put the fish into a pan. Pour on enough hot water to cover generously. Bring to the boil, put on the lid and set aside for about seven minutes. Drain and flake the fish. Skin the tomatoes, seed them and cut the flesh into chunks.

Strip the papery sheaves and silks from the sweet corn, then scrape the corn from the cobs. This is easiest to do if you stand the cobs in a deep bowl and scrape them with a knife. Scrape roughly so that the kernels begin to break up milkily as they fall from the cobs.

Gently mix the corn, tomatoes and fish, together with a splash of lemon juice, very little salt, a generous grinding of pepper and some fresh torn basil leaves.

Turn the mixture into a buttered gratin or baking dish. Pour on the cream and shake the dish to encourage the cream to slither down between layers.

Half-cover the dish with a sheet of foil and cook on a preheated baking sheet at 400F (200C), Gas Mark 6, for 12 to 15 minutes until hot, fragrant and bubbling a little at the edges. Serve on very hot plates with plenty of good bread.

PORK WITH SAGE AND MARSALA (SERVES TWO)

Eight ounces of pork tenderloin sliced into quarter-inch slices and trimmed of any fat or sinew; three to four sage leaves, shredded into thin strips; three to four tablespoons of marsala and the same of syrupy beef glaze; ⅓ ounce of butter, plus one scant tablespoon of olive oil for frying.

The secret of the dish lies in the stock. It needs to be very concentrated, boiled down to a syrupy glaze. The whole dish takes only three-four minutes to cook and is then left while you eat the first course.

Cook the pork slices briskly in a heavy pan in which you have melted the fat until very hot, adding the sage halfway through. They will need only a minute each side and you will have to raise the heat slightly to keep them cooking briskly.

Remove to a warm plate, deglaze the pan with marsala and bubble until almost reduced. Add enough concentrated meat stock to form just a little syrupy sauce, bearing in mind that the juices from the meat will dilute it down. Return the meat to the pan, heat through and turn the pieces over to coat with the sauce. Taste – it could need an extra dash either of marsala or stock.

Transfer to a heated serving dish and keep warm, covered, in a low oven or on a warming tray to allow the meat to relax and the juices to mingle with the sauce for a few minutes. Serve with rice. Spinach makes an excellent accompaniment.

CHICKEN PIQUANT (SERVES FOUR)

Four chicken breasts; 1½lb fresh tomatoes, the best and reddest you can find; one small onion, chopped as fine as possible; one tablespoon chopped tarragon; two fluid ounces white wine vinegar; ½ ounce of butter; plus one-two tablespoons of vegetable oil for frying.

Skin the tomatoes by plunging them into boiling water for a minute. Quarter, remove the seeds, and cut each quarter into three or four strips and set aside.

Melt the butter in a frying pan which will hold the chicken breasts comfortably, and add enough oil to cover the base of the pan. Dry the breasts on kitchen paper and brown lightly on both sides, keeping them moving with a pallet knife to prevent them from sticking.

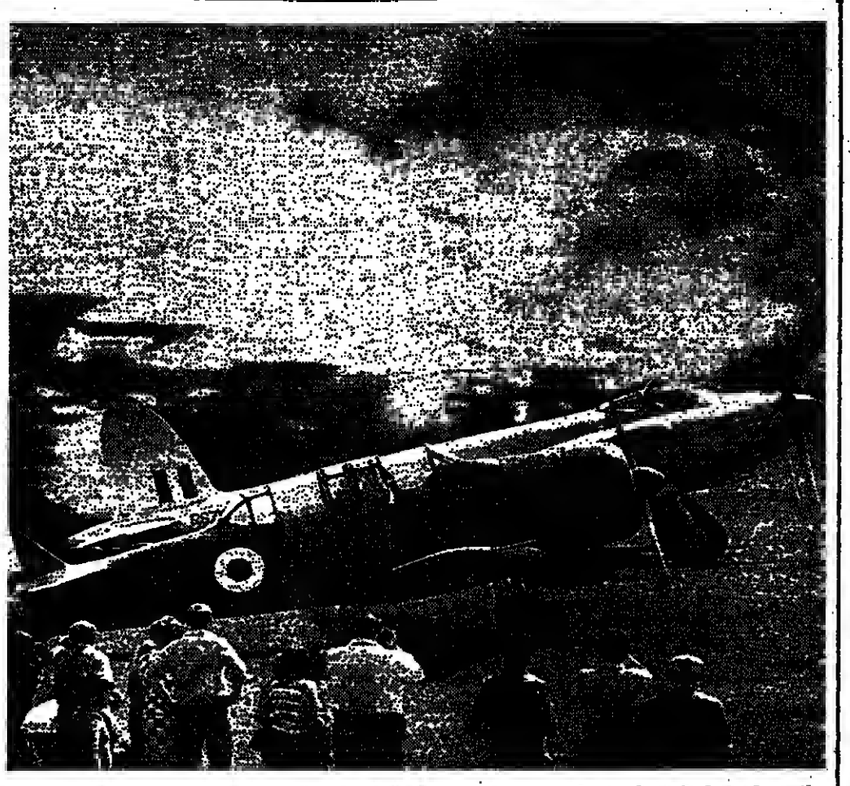
Add the onion, chopped previously almost to a puree, and soften for a minute or so. Pour in the vinegar, turn up the heat slightly and cook briskly until it has all but evaporated. Add the tomatoes, reduce the heat, cover and continue to cook gently until the juices from the chicken run clear, 10 to 15 minutes.

Transfer the chicken to a serving dish and keep warm. Turn the heat up briefly to reduce any wateriness from the sauce. Stir in the tarragon and spoon around (but not over) the chicken. Decorate each breast with a single leaf of tarragon and serve immediately with plain rice and a green salad.

DIVERSIONS

Tales of risk and reward

***Alexander Norman** on the pros and cons of air shows*



IT'S AN OLD saw among display pilots that there's nothing like a spectacular crash to improve attendance figures at an air show. On that basis the Farnborough show, in Hampshire, which begins tomorrow, should be a sell out.

The horrifying film of last week's crash at Ramstein U.S. air base in West Germany – in which 45 people were killed and more than 340 badly hurt – and two civilian crashes this week, ensure unusual interest in Farnborough, the Society of Britisb Aerospace Companies' biennial show.

"Unfortunately, you cannot legislate against accidents," says Duncan Simpson, deputy secretary of the SBAC. This stands to reason. It would be quite wrong to suppose that demonstrating planes can ever be made entirely safe, anymore than motor racing, or even horse racing can be. The fact that there have been few Farnboroughs that have not seen an accident of one sort or another is testimony to this.

Mercifully, it is more than 30 years since there was a disaster on the scale of last week's crash at Ramstein. That was when John Derry's de Havilland 110 DCC disintegrated over a crowd of 200,000 spectators after breaking the sound barrier. Since then, manoenvres over – or even towards the crowd – have been banned in this country. Although it is invidious to say so, the West German crash could not have happened at Farnborough. But even so, it is something of a miracle that the comparatively innocuous accident involving a Canadian Buffalo aircraft which crasbed at the last SBAC show, two years ago, did not injure anyone in the crowd.

That was a terrifying sight. The aircraft seemed, as it teetered on the brink of a stall, almost to be hanging suspended in the sky before it began its slow, uncontrollable descent. In the event, the crew escaped injury, even though there was a fuel explosion, and the only damage other than to the airplane (which was a write-off) was to e car which became the new home for one of its propellers.

But given that accidents are bound to happen when aircraft are flown to their limits as well as to the limits of a pilot'a skill, why is this kind of flying permitted at all? Precisely what is the point of it?

"Farnborough, unlika the great majority of airshows, is a purely commercial enterprise," says Simpson. "In order to sell airplanes, you need to demonstrate them. One could not contemplate the SBAC show without a flying programme."

According to one veteran Farnborougb pilot, it is a known fact that the purchasers for certain nations buy aircraft just as they wonid buy a horse – on looks and performance, with price a secondary.

The pressures on a pilot at any air show are immense. At Farnborough, where the safety regulations are arguably more stringent than anywhere else in the world, they are doubly so. On the one hand, he is heing enconraged hy his employers to push the airplane to the limits of its performance. On the other, he has a deeply pondered set of rules to follow. It is in the grey area between these two considerations that the conditions needed for an accident gather. Accidents rarely if ever happen for one reason alone. Almost always pilot error (which is invariably the major cause) is the result of the man in the hot seat having too many things to think about at once.

The West German accident was a case in point. In that instance, the pilot of the "singleton" aircraft (the one that breaks away from the main body) would have been both looking at the ground in order to judge the recovery from his loop, and keeping an eye out for the formation, in order to avoid them. At this juncture there is no margin for error.

So, when the aircraft suddenly developed a problem with its undercarriage, which it appeared to have done (with the resultant flashing of warning lights) the pilot must have been distracted, from one of the two tasks in hand. He could not manage a third at tbat moment. But at least there was some consolation in the fact that there was a technical failure. It is not always so.

Two decades ago, at a show in France, there was a similar multi-plane crash. At the time, there was tremendous rivalry between the Red Arrows and the French national team. The media had done much to encourage the idea of their respective displays as heing some sort of competition. As it happened, the Red Arrows, led by the legendary Ray Hannah, were operating at a peak of excellence that has probahly not been equalled since.

The French, on the other band were not so well led. On the day, it was the Red Arrows who flew first. They turned in an act that could not be surpassed other than by taking risks. This the French did – and got away with, until the final manoeuvre, when the leader pulled into a loop too slowly, with the result that the tail enders were unable to follow and duly crashed.

A few accidents do look like a simple case of over-confidence on the part of the pilot. "But that is in fact exactly contrary to the truth of the matter," says a regular demonstration pilot at Farnborough. "Accidents happen when the pilot loses confidence in himself," in other words, when conditions conspire to undermine the pilot's faith in himsalf.

It becomes clear that, ultimately, accidents will continue to happen if, as seems to be the case, air displays are permitted to be carried out run on mnch the same lines as ever, irrespective of disaster. Regulations can be tightened, restrictions can be imposed, hnt so long as you have aircraft leaving the ground, you are exposed to the consequences of human frailty. This being so, it is worth asking whether there is actually a specific need for even the slightest risks to be taken.

Desmond Norman, founder of the Norman Aeroplane Company and formerly of Britten-Norman, is convinced that from a commercial point of view it is necessary. "Selling aeroplanes, like selling washing powder, is a human exercise. You cannot sell aeroplanes through performance charts alone. It depends on the human factor." This human factor cuts both ways. It is both the reason for the success of Farnborough as a marketing exercise and for the failures of pilot error.

Tha commercial upsida of the equation is almost as spectacular as the safety downside. Aerospace is one of Britain's major exports. In addition , there are likely to be as many as a 250,000 visitors from the general public during the three open days. Many treat Farnborough in the way that tennis enthusiasts treat Wimbledon. "They start queuing at 6 o'clock in the morning, the real aficionados," says Simpson. A lot of people too, simply go for the day out – and some doubtless in the hope of seeing an accident.

But this aside, whether Farnborough really is such a good outing for the family, is a moot point. It is invariably a scrum, the queues for everything are endless and only the most committed enthusiasts could forgive the awful noise that most of the aircraft make. A spectacle it certainly is, but for relaxing entertainment, one of the smaller local shows is probably a better bet.

Fishing

Delphi's gathering gold clouds

***Tom Fort** visits a threatened landscape*

IT WAS A pleasant conceit for the 2nd Marquis of Sligo, having built the shooting lodge with which all self-respecting 19th century Irish landlords were expected to decorate their estates, to call it Delphi. For there is little that is reminiscent of the Aegean in this rain-swept, wind-blasted valley far away in the border country of counties Mayo and Galway where the sheep, and even the mountains, outnumber the people.

The marquis must also have thougbt so for, having indulged his little whim, he took no further interest in his lodge. His heart, apparently, remained among the sun-baked ruins of Greece. The treasure on his doorstep – in the form of the bountiful shooting and fishing – meant nothing to him, poor, foolish man.

Time has left Delphi pretty well untouched. There is a road, of course, and the sheep have eaten most of the heather. Bnt the craggy heights of Mweelrea and a mass of lesser hills still lower over the three loughs that fill the valley, and the River Bundorragha still sparkles away to find the sea at Killary. And the salmon and sea trout still run up the river to the three loughs and the fishermen still come to pursue them.

After years of sorry decline – when the lodge crumbled and the poachers ruled the waters – Delphi has been given new life. I mentioned here a few weeks ago how a clever Englishman, Peter Mantle, had bought the place and done it up, covering a good deal of his vast outlay by time-sharing part of the fishing. Having now paid a visit, I can report that Mantle has performed deeds for which he should be blessed among anglers.

Everything, from the latest in tackle to the sagest in advice, is available. The boats are sturdy, the engines work and the fishing is organised

meticulously. Less than half of it is reserved for the time-share-holders; the rest is available in short-term lets, and the casual visitor rarely is sent away disappointed.

Full-board accommodation is available for fishermen (I stress fishermen, as anyone else would need ear plugs or risk madness in such surroundings). Mantle's wife, Janey, does fine work in the kitchen and the comfort of the place is a fair reflection of the £200,000 he has spent on it.

There are also the stuffed fish. Yon are met in the hall by a salmon of 19lbs 1oz, caught on the Bundorragha two years ago. Other glorious specimens are placed strategically all over the lodge, reminders of future possibilities to anglers suffering present disappointment. Such boosts to morale were much needed in the two days I was there.

To my regret, I caught nothing of significance and nor did anyone else. Long were the faces in the evening until Mrs Mantle's cooking, her husband's unquenchable optimism and the Bushmills whiskey did their work. It has been a poor season for sea trout all over the west of Ireland, a state of affairs for which the big runs of salmon have been only partial compensation. But the shadow of fish-less days soon passes and is forgotten in the sunshine of the triumph which, one day, will reward us.

At Delphi, however, another clond is gathering, and one which – it is to be feared – will not be dispersed so easily. At the head of the valley, close to the tiny stream where the Delphi fish spawn, gold has been found. Two mining companies – Glencar Explorations and Andaman Resources – are engaged in finding out how much. In the way of such people, they are extremely discreet about what they are doing and soothing to the utmost degree about their intentions. But, it is believed that gold worth several hundred million pounds is deposited in the area, and there is at least a fair chance that it will be worth extracting.

Mantle has two main fears for his fishery. One is that the immense quantities of rock dust will choke the clean gravel of the spawning streams and render them sterile. The other is that, sooner or later, an accident will bring the cyanide used in the refinement process into the headwaters, resulting in catastrophe.

These are, of course, selfish fears. If they are realised, Mantle will be out of business and a few fishermen will be broken-hearted. But, even at best, it is difficult to imagine that the mining could take place without scarring the landscape and taking away the still-unblemished grandeur of the upper Delphi valley.

Against this are the benefits that mining would bring: jobs, revenue for a hard-pressed Irish exchequer (the government owns all minerals), cash for one of the Republic's most impoverished corners. The concreteness of such gains – however short-term they may be – makes it a fair bet that, if the gold is there in viable quantities, out it will come.

So, for those who cherish landscape that is wild, and lovely, and undefiled, take a look at Delphi while there is time. And, if you know how to use it, take a fishing rod.

■ *Delphi Lodge, Leenane, County Galway. Tel 010-353-954-2213*

Unspoilt County Mayo . . . but for how long?

Food for Thought

The chips are down

WE LIVE in an age of misinformation. People are always trying to convince me that "the chips at Macdonalds are wonderful." Or that "the chips at Clarkes are the best in London." Or that "If you really want to know how good chips can be, you have to go to Belgium."

Rubbish. They mean nothing of the sort. What they mean is that the Frencb fries are wonderful or the best in London, or that if you really want to find out abont the *pommes frites* you have to go to Belgium. A french fry is not a chip. A *pomme frite* is not a chip. A chip is English, as in a chip on the shoulder or the chips are down.

Neither can one safely say that many of the things currently being served up as chips are true chips, even though they may have tha external appearance of being so. In an ideal world there about 10 chips to the pound. They arrive looking like railway sleepers, crisp, brown, benign. They havc form. They have substance.

I know these things because once in my life, like a lot of people, I virtually lived on fisb and chips. It was when I first went to university, and I was living in digs in Morecambe.

It was always winter in Morecambe, or so my memory assures me, and on black nights the wind used to whip in off Morecambe Bay and down the wet streets. The fish and chip shops were places of refuge, their lights glowing tbrougb the darkness, the odours of batter and hot fat, drawing starving students ineluctably into their warmth.

Well, what the madeleine did for Proust, the chip does for me. Great fat logs of starch and fat, they were, and ideal for soaking up two or three pints of Jennings hest hitter. Of course, being northern chips they were fried in beef dripping or suet.

Nothing, to my mind, demonstrates the yawning chasm hetween the north and the south than their respective way with chips. Trot along to London's premier fish and chip emporium, the Sea Shell in Lisson Grove, and they will tell you a different story. Only ground nut oil, they say, and ouly Maris Piper potatoes if you can get them. They peel and chip their potatoes on the spot, and, once again confounding received wisdom, fry them only once, judging when they are done to a turn entirely by eye and experience.

My own favourite chips in London can be tracked down at Sweetings in the City. I wrote a guarded eulogy to that splendid place not long ago, and hymned the virtues of their chips then. The chef, John Molloy, swears by King Edwards, fried twice, the first to cook them through at a lowish temperature, 240-250 degrees F. He then browns them np at a mnch higher temperature.

He also insists on peeling and cutting on the premises, by hand.

Do not for a moment get the impression, bowever, that I think that the frencb fry or *pommes frites* don't have their place in the world. Far from it, and recently I was privileged to eat a substantial number of what must be counted as among the finest *pommes frites* in the land, at le Café du Marche just off Charterhouse Square.

However, as M. le Patron, Charlie Graham-Wood, explained to me over a glass or two, all is not plain sailing in the pommes frites world. Why, not so long ago, stalwart regulars were horrified hy being served up not the hushels of crisp, brown little chaps, rustling like autumn leaves, that they were used to, but limp and soggy apologies for the real thing. I am sure we all know what he was talking about.

Consternation. Horror. It prompted Charlie and his team to carry out wide-ranging research into the frying qualities of different potatoes.

He consulted the authorities. He consulted the Belgians. He experimented with a dozen kinds of potatoes, and, to cut a long story short, this is what they came up with. Like the artists of Lisson Grove, he plumps for Maris Piper old crop, preferably from Lincolnshire. These will take you through from January to April/May. From August to December turn to the Cyprus new crop, and for the period between yon have to look around for something suitable, of the right size, and not too waxey or starchy because this results in a greasy *pomme frite*, and who wants that? The Cara Q.V. has been known to pass muster I gather.

When it comes to preparing the little blighters, cut them to your chosen size, and rinse them in cold water until the water runs clear. This will wash away much of the starch.

Now they are ready for frying. Le Café du Marche insists on using top quality Sassio oil in this department, and because their *pommes frites* are quite threadlike, they only need the one frying in really hot oil.

There is an argument, a futile one to my way of thinking, about the respective merits of chip to *pomme frite* . There are those who celebrate the superiority of the *pomme frite* over the chip on the grounds that they have more of the crisp brown fat to them than the other, and that's what fried potatoes are all abont. Others will reject this as heretical nonsense, claiming that they have no body or texture or some such. I believe that there is room for both.

Peter Fort

High Street Wine

Tesco promotes its French range

***Edmund Penning-Rowsell** samples a disappointing selection*

TESCO, WITH 349 licensed stores, probably is Sainsbury's chief rival in the supermarket wine field. How many of its full list of 330 wines can be found depends on tbe size of tha store, and the list is less imaginative than Sainsbury's. However, from now until early October Tesco is promoting 36 French wines on its list, and a tasting of thesa was held recently. Some prices are being reduced and are marked below, together with the normal one.

The problem faced by the supermarkets, including Tesco, is finding sound, inexpensive white wines for a public that overall drinks 70 per cent white wine, 5 per cent rosé and only 25 per cent red, which is much easier to find in satisfactory quality. Low-priced white wines tend to lack freshness (although less so now owing to improved technology); to smell or taste of sulphur (to prevent further fermentation in bottle); or to be just "green" from lack of maturity. A number of the 17 white wines at the tasting suffered from one or other of these shortcomings. Also, several of Tesco's own-label wines were disappointing – a minus for any wine merchant with its name on the bottle.

WHITE

Escoubles (£2.29). One of the new, low-alcohol wines made in the Gers department from Ugni Blanc grapes, with the fermentation stopped at 2.5 degrees. Fizzy with carhon dioxide, the flavour starts sweet but then shows considerable underlying acidity. Non-toxic but nondescript.

Vin de Pays des Côtes de Gascogne Dom. Desconhes 1987 (£2.29). Produced in the Gers from the Ugni Blanc grape employed for armagnac, this is an agreeable, fruity wine with slight residual sweetness. Good value.

Tesco Muscadet N.V. (£2.35). A sulphury, dull wine of little character.

Muscadet sur lie, Dom de la Huperie 1987 (£3.25). More character, but also with slight sulphur on the nose. And you might expect more fruit.

Tesco Graves N.V. (£2.89). With a light, clean nose and a properly dry flavour, this is a typical generic white Graves. Good value.

Saumur Blanc, Cave des Vignerons de Saumur, 1987 (£2.59). This has the virtue of tasting clean and dry and is acceptable, although having no very distinct character. No wonder that much white Saumur is turned into the usually-excellent sparkling wine.

Cuvée Bois, Dom. de la Jalousie 1986 (£3.89). Another Gascon wine, the *bois* is evident, with the wine matured in oak casks that give it an attractive bouquet and, thanks to a slightly extended maturing period, full flavour on the taste.

Tesco Mâcon-Blanc Villages 1987 (£3.89). Such wines are to be drunk young, but 1987 was a variable year and this is distinctly green.

St Véran les Monts, Co-op Prissé 1986 (£4.99). Situated on the fringes of Pouilly-Fuissé, St Véran benefits from the reputation (and often inflated price) of its neighbour. This is a respectable, rounded wine but fairly expensive for the quality.

Sancerre, Vacheron 1987 (£5.89). Vacheron is one of the best Sancerre houses and its latest wine is fresh and flavoury although, for my taste, still a little green. It might be worth buying a few bottles to drink next year.

Pouilly-Fumé, les Griottes, 1987 (£5.89). Produced by Maurice Bailly, this has rather more fullness than the Sancerre of his Vacheron *copains*, and I prefer it on that account. Fine bouquet.

Tesco Alsace Pinot Blanc N.V. (£2.75). From the Ammerschwihr co-op, this lacks much of the distinctive character of Alsace wine. Perhaps a Riesling would have been a better own-label choice.

Chablis Fourchaume, Premier Cru, Lamblin, 1986 (£8.99). Chablis is not cheap and, for this price, a rather better example might be sought than this somewhat sulphury, dull wine without the dry, crisp character implicit in a *premier cru*.

Meursault, François Martenot, 1985 (£12.99). Inevitably costly, this has a typical Meursault aroma and a good filled-out flavour.

RED

Vin De Pays des Coteaux de la Cité de Carcassonne 1986 (£2.09/£1.80). The long title of the local co-op's wine cashes in on the reputation of the medieval walled city. Light in colour, with soft bouquet and fairly well-balanced flavour, this 11.5-degree wine is easy drinking and excellent value at the promotion price.

Tesco Corbières, N.V. (£2.19/£1.99). I would have liked to recommend this low-priced wine but I found it dry, tannic and rather hard.

Les Terres Fines, Vin de Pays de l'Hérault 1986 (£2.89). Very good, full colour and made from the Syrah grape of the Rhône, this is distinctly oaky on nose and palate and an attractive, mouth-filling wine. Good value.

Côtes du Rhône Villages, Cellier des Dauphins (£2.75). From a leading Rhône co-op, a typical, run-of-the-mill Rhône but no worse for that.

Bourguell, La Hurolaie, Caslot-Galbrun 1985 (£3.99). A soft, red Loire that is now at its best, with a touch of acidity that gives it freshness.

Bourgogne Rouge, Clos de Chenoves 1985 (£3.99). Plain Bourgogne Rouge of any character is hard to find; but this one from the Buxy co-op in the Côte Chalonnaise, although typically light in colour, has fair fruitiness on the nose and an amiably soft flavour. A good example.

St Joseph, Mathie Vignon 1985 (£4.25). St Josephs, from the Rhône right bank near Tain l'Hermitage, are full-bodied, mouth-filling wines and this is a good example, with plenty behind it. Good value.

Côte-Rôtie, Michel Bernard 1982 (£7.49). The colour is good, the bouquet fair but closed, and the taste has a touch of blackcurrants. But it lacks the distinction expected of Côte-Rôtie.

Gevrey-Chambertin, Marchand, 1986 (£9.99). A 13-degree wine of medium colour and a fair but not very distinguished nose and body and is far too young to drink.

Tesco Claret (£2.39/£2.09). This has real claret flavour and aroma. Good value, especially at its promotion price.

Ch. Langoa-Barton 1984 (£9.99). From the under-rated 1984 vintage, this third-growth St Julien shows itself to be a wine of class and quality but is still on the dry side.

Pavillon Rouge du Château Margaux 1985 (£13.99). The second wine of Ch. Margaux, where a very careful selection is made, the '85 has fine colour, a distinguished but still closed bouquet, and a good deal of tannin on the palate. To drink now would be infanticide; but for the fine claret amateur who is not in the first-growth buying class, it would be worth laying aside for some years.

Fez crumbles as pressures grow

Francis Ghiles on efforts to save a great Islamic city

THE Moroccan city of Fez is one of the glories of Islam. But if greater efforts are not made to save the 1,000-year-old town – a fifth of its 7,000 houses are already delapidated – there will be little left by the end of the century to remind them of it.

A report commissioned by the Moroccan Interior Ministry, completed 18 months ago, assessed the results of efforts made to save a town where minarets and palaces display every shade of ochre and grey and which, for centuries, was the political capital of the kingdom.

A campaign was launched with fanfare in 1980, four years after Unesco had decided that Fez was part of the "world's heritage." Progress in restoring a city which boasts more than 300 mosques, countless *medersas* (theological colleges) and many beautiful palaces has proved painfully slow, but that is not the fault of those responsible for carrying out essential restoration work.

They face problems of pollution and overcrowding common to many cities in developing countries. The modesty of their budget and the little authority they command do not allow for radical measures. Yet the American writer Paul Bowles described Fez as "hopelessly sick" 30 years ago, while a more recent observer compared it to the "body of a great animal, dead and rotting but somehow animated by the maggots that inhabit it."

Fez was founded in AD 789 (Hegira 172) by a descendant of Prophet Mohammed, the Shia prince Idris Ben Abdallah. But after its conquest by Yusuf Ben Tashfin in 1069, Fez became the religious, political and economic centre of an empire which extended across present day Morocco, much of central north Africa and southern Spain.

It is fitting, in a city where history and myth still occupy so large a place, that the architect in charge of restoration should be called Abdellatif El Hajjami – a name which means "healer" in Arabic.

His team is restoring three houses, at a cost of Dirhams 30,000 to 50,000 each (£2,000–£3,340). The three families who live in each house are contributing about one third of costs.

Bricks, stones and wood from the crumbling walls are often reused by the *maalems*, the master craftsmen whose knowledge of their trade is inherited from a 1,000 years of practice. El Hajjami's team has rid the narrow streets of all the plastic awnings and tided the mess of electric wires in the main thoroughfares.

Some of the *ksours*, the fortresses on the hills above Fez El Bali, the old city (as opposed to Fez Al Jadid, the new city where the Marinid sultans built the royal palace and Mechouar parade grounds in the 13th century) have been restored, although, in the case of the Dhar Richa, in a very inappropriate southern Berber style.

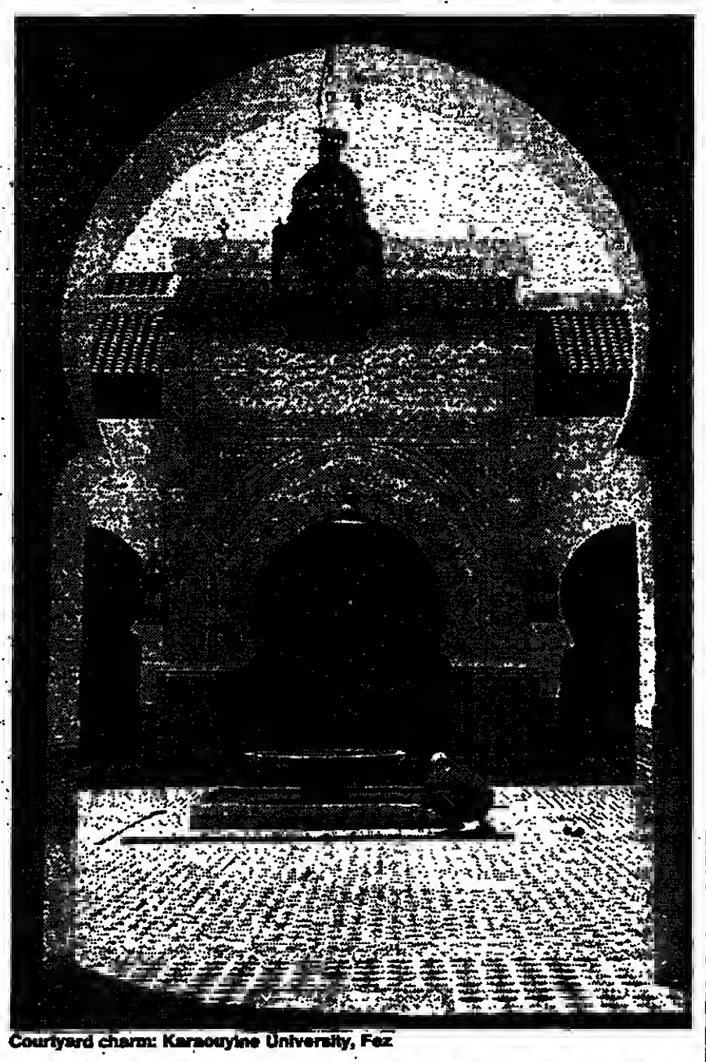
The Batha Palace, which houses a handsome collection of Moroccan crafts, and the Bouananya *medersa* are also targetted to regain some of their ancient splendour. But countless others, such as the splendid 13th century El Mokri or Mohammed Chergui palaces are slowly crumbling. The famous 14th century water clock outside the Bouananya remains in a state of decay. Restoring the ramparts meanwhile is proving fiendishly complicated. Architects have discovered, for instance, that the holes in the walls serve to aerate and are not some messy reminder of the shuttering put up when they were built.

However, such restoration does little to address the central problems of a city where the population has risen from 70,000 at the time of the French conquest to around 600,000. Those who wish to save the history of Fez must first decide whether to turn the city into a museum or to thin out the 250,000 people within its walls and allow essential restoration work to proceed.

The first option seems fanciful. Where would the money come from which could return 7,000 houses, 300 mosques and countless palaces to their old splendour? El Hajjami's team believes that the only way to tackle the issues is to set up a public body, with a broad remit and sweeping executive powers.

Every day that passes, an increasing amount of toxic waste is poured into the city's 70km of 13th century sewers and many more kilometres of clay piping. The fabric of these conduits is already badly decayed, by craftsmen and their apprentices busy tanning leather, polishing metal and working the ever-increasing number of small machines, the vibrations of which, cause untold damage.

As the pollution crosses the old medina, which lies cupped in a tipped bowl on the edge of the plateau on which the royal palace and *mechouar* stand, it increases dramatically. The water's phosphate content increases dramatically – along with heavy metal pollution. This is getting worse as an ever larger volume of manufactured goods and crafts is produced in the medina by people whom tax inspectors find increasingly difficult to locate. The old town accounts for two thirds of such goods produced in what remains Morocco's second largest industrial city.



Courtyard charm: Karaouyine University, Fez

Revamping of the old city will be halted if far more cheap housing is not built. Existing stocks cannot even accommodate the 25,000 people disgorged by the surrounding countryside every year.

Some shanty towns just beneath the walls have been cleared but others are growing. Sixty people lost their lives and 30,000 were made homeless when a cliff collapsed on the shanty town of Haft Benzakour in February.

Many foreign tourists who visit Fez will depart unaware of the many beautiful palaces, shrines, and mosques which this city contains. Mosques in Morocco are closed to non-Moslems while most palaces have been sub-let and are decaying and cannot be visited. Many old *fondouks* (buildings which for centuries acted as warehouses and hostels for travelling merchants) are closed.

King Hassan likes to reside in Fez for a few months every year. The economic activity and the sense of self-esteem these visits bring to the Fassis are important, but the monarch's presence also helps perpetuate the "myth" of Fez: the myth of a city which, for all its problems, is strangely haunting – even for those travellers not particularly versed in Moroccan history or the tenets of Islam.

Nothing but the myth will remain by the end of this century if those Moroccans who so fondly claim Fez as their spiritual capital do not act decisively. International aid is unlikely to be forthcoming otherwise.

The Italian who set British sparks flying

Geoffrey Owen on a study of Sebastian Ferranti

WHY DID Britain, having led the industrial revolution, fall behind the US and Germany in the last quarter of the 19th century? Some historians blame the lag on entrepreneurial failure. Yet the career of Sebastian Ferranti, subject of this excellent study by J.F.Wilson, lends only partial support to this explanation. Here was a prolific inventor-entrepreneur who had a clear vision of the potential of electricity. But for all his achievements his own company and his local rivals, such as Brush, Crompton and Mather & Platt, were far outpaced in size and rate of growth by General Electric and Westinghouse in the US, Siemens and AEG in Germany.

Ferranti, with his exotic Italian background, was hardly a typical Victorian industrialist, though he shared some of the weaknesses of his contemporaries, not least his reluctance to dilute personal control of the business. The consequent *fragility in its financial structure*, coupled with his fondness for continual technical experimentation, contributed to the collapse of the company in 1903. A.W.Tait, the receiver-manager who rebuilt Ferranti on more solid foundations, felt that the progress of British business over the past generation had been dogged by the "curse" of individualism. (Tait was later one of the founders of the "business parliament," the Federation of British Industries.)

Sebastian Ferranti was exceptional in his technical ingenuity and in the scale of his ambitions. In his early twenties he was chief engineer at one one of the first public electricity supply stations, at Grosvenor Gallery in the West End of London. This was followed in 1888-91 by the attempt to build the first modern power station at Deptford in East London.

In size and technical complexity the Deptford project was far ahead of anything that had been tried before, though the concept was partly modelled on the large centralised gasworks feeding consumers through an integrated piping network. The teething problems were formidable and in the end the conflict between the owners' commercial needs and Sebastian Ferranti's engineering aspirations proved unbearable.

FERRANTI AND THE BRITISH ELECTRICAL INDUSTRY, 1864 - 1930
by J.F. Wilson
Manchester University Press £19.95, 165 pages

Critics said Deptford was ahead of its time. It is true that Ferranti was sometimes carried away by his own technical virtuosity. But the problems which Ferranti and the other pioneers of the electrical industry faced lay at least as much in the nature of the market as in their own shortcomings. In the period from 1880 to 1920, when the Germans and Americans were gaining ground, demand for electric lighting in Britain was held back, partly by the entrenched position of a cheaper rival, gas, but also by the the technical backwardness and small scale of the supply industry. The local electricity undertakings were limited by law in the areas which they could serve, while lack of design standardisation, reflecting the role of consulting engineers, kept costs unnecessarily high. Financiers were reluctant to invest in what was seen as a slow-growing, technically risky industry.

These difficulties began to ease in the second phase of Sebastian Ferranti's business career. After ten years of virtual exile as a freelance engineer he returned in 1914 to a stronger, better-balanced company. By the 1920s reforms in the structure of the electricity supply system, for which Ferranti had campaigned for many years, were set in train. With the creation of the Central Electricity Board and the start of the national grid, the wider use of electric lighting and the introduction of new products such as radio, opportunities for electrical equipment makers were greatly enlarged.

Ferranti's ability to persuade the CEB to adopt 132,000V as the transmission voltage and to use his design of three-phase transformer laid the basis for his company's strong international position in this sector. It was a triumph for Ferranti's technology-led strategy, but it also underlined the fact that if the market had been more responsive some 30 years earlier, the growth of the British electrical industry would have been very much faster. The contrast between the two periods illustrates Sir John Habbakuk's dictum: "Great generals are not made in time of peace; great entrepreneurs are not made in non-expanding industries."

Collecting

First class investment

THE CHARM of the first edition depends disproportionately on one emotion. These books, the collections proclaim, mark the birth of famous works of literature. Here are the first appearances in print of ideas which have become admired, disliked, and influential. Note how delightfully they catch the spirit of their time. Look at these tiny acorns which grew into such mighty oaks.

It is a pleasing notion, and dull of soul would he be who could offer no response. But why only the first and not the second or the third? Babies are lovely, but in our photograph albums of great men and women we like also to see them as toddlers, teenagers and adults.

There is, of course, the element of competition, not often against other collectors but against some ideal of completeness. Some collections invite us to reflect on how these scattered fragments have been brought together to form a new unity. Think of all the hours of searching, to say nothing of the expense. The aim of the owners of such collections is to possess everything listed in the bibliography as first editions, and preferably a few variants which the bibliographer has missed. They are usually the kind of people who like to see neatness, order and discipline in other aspects of their lives.

The bindings are as revealing as the books. The Victorians who started the fashion sometimes sent all their first editions to be re-bound uniformly in full calf, decorated lavishly in their personal livery. In the name of preservation, they destroyed the original character of books with the same arrogance as they restored parish churches. Nowadays, the survivors have broken backs and give off a powder of dry leather on your cuffs as unattractive as the Victorian snuff which it resembles.

Later, the orthodoxy moved to the cult of original boards. No copy would be admitted to a final place in a collector's library unless it was in the exact state in which it left the bookseller's shop. Since all books until the 1830s were sold in temporary paper wrappers or boards of dull colours, a collection of this type does not enhance the beauty of a room. It is also anachronistic. Until books began to be sold in permanent bindings, no gentleman would have dreamt of keeping them in their original boards, with their inconvenient untrimmed edges, if he could afford the small extra expense of having them rebound properly. It was low tone, like putting milk bottles on the table.

Nor can it be assumed that books in original boards were necessarily the first to be sold. Publishers often held on to stocks for decades before remaindering them – you can see this from the tipped-in advertisement slips – and the buyers were people who could not afford the full price or the cost of re-binding.

Not long ago, I was offered a copy of the first edition of Shelley's *Prometheus Unbound*. It had evidently been given by the poet to a friend and it contained some interesting annotations and sidelinings. It was in original boards. But there was one odd feature – the pages had been trimmed neatly.

This *Prometheus* clearly had been bound in leather early in his career but some later owner or dealer, knowing the prestige of original boards, had unbound him and faked some false originality. Who would now trust such a book? Like the clock that struck 13, the oddity was not only worrying in itself but it cast doubt on all that had gone before.

The old collectors, in their desire to find the absolute firsts of the firsts, searched lovingly for printers' errors. They assumed that the copies with uncorrected errors must have been put on sale before the others. Some bibliographies urge you to possess only the first error-studded impression of the first edition, not the partially-corrected second, third or fourth. However, the procedure is a doubtful one and, in the case of some authors, you can find copies with errors and corrections which cannot be fitted into a chronological pattern.

The explanation is simple. Publishers were less concerned about these matters than their customers. In any batch going from the printer to the binder, the uncorrected sheets may have been at the bottom of the pile, not the top. If you check-in your luggage before the other passengers, it could be the last to come off the aircraft.

Collectors of first editions wrestle with such problems and solve them. Some perform prodigies of learning in classifying and describing the books in which they take so selective an interest. But the more scientific their methods become, the more obvious it is to outsiders that the whole enterprise is driven almost entirely by an old-fashioned sense of romance.

William St Clair

Rossetti time capsule

"IT IS a very jolly work in itself, but really one is mad to do such things." Thus, Dante Gabriel Rossetti dismissed his youthful collaboration on the Oxford Union murals, which have been restored recently after more than a century of murky obscurity and decay.

Rossetti was fired by the idea in 1857 during a visit, with William Morris, to the newly-completed Oxford Union debating hall (now a library). The gallery walls were divided by the roof beams into 10 bays, each containing two six-foil windows; the mortar was hardly dry. Morris suggested the theme of the Arthurian legends. It was irresistible.

With an eagerness that swept aside the caution of maturer artists such as Holman Hunt, Rossetti recruited a team (including Morris and painter Edward Burne-Jones) which began work intending to complete the project in six weeks.

The history of the murals' creation is one of undergraduate hilarity, an excess of creative energy and an almost complete lack of technical knowledge. Rossetti was undaunted by his collaborators' inexperience. "With the exception of Arthur Hughes and myself," he wrote, cheerfully, "those engaged upon it have made there almost their debut as painters."

They were paid nothing beyond their expenses, plus enough soda water to drench each other during the high-spirited squabbles of the "jovial campaign."

They posed for each other, in costumes and armour designed by the resourceful Morris, and enjoyed themselves searching for suitable female models among the young women of Oxford. Their prize "find" was Jane Burden, later Morris's wife, whose features became the archetype of Pre-Raphaelite beauty and were to appear again and again in the works of Rossetti.

However, less than a year after the project was abandoned – it was never completed entirely – the murals had become "much defaced." The brickwork had not been damp-proofed while the uneven, inadequately-prepared surface caught the dust and the once-radiant colour peeled or became absorbed into the matrix. Pigments were distorted by the unprotected gas flames of the lighting. In 1871, Rossetti himself wrote: "The only remedy for all is now whitewash, and I shall be happy to hear of its application." Fortunately, his verdict was ignored.

In 1975, Dr John Renton, an Oxford University lecturer in structural engineering, received a letter requesting to see the murals. "My immediate reaction was, 'What murals?' Even though I'd been using that library for 10 years, I hadn't realised there was anything left. All you could see was a black wall. But I thought I'd take a closer look."

Inspired by an article on cave painting and the possibilities of infra-red photography, Renton enlisted the help of a photographer from the physics department. They discovered that a great deal more had survived than anyone seemed to suspect. With advice from the Ashmolean Museum, some of the dirt was removed with cotton wool and distilled water.

A vigorous restoration appeal was launched by Brig. D.V. Henchley, honorary secretary of the trustees of the Oxford Union. "Our architect consulted with the Department of the Environment," says Renton.

"They sent their top man down, and he told us it was possible to restore the murals."

So, with £125,000 from the Landmark Trust the restoration was undertaken.

Much of the "voluptuous radiance" lauded by Coventry Patmore in 1857 is visible again. And although the murals are still not easy to see, because of the naked light from the windows, they are nevertheless a precious inheritance. They document not only the artists' youthful accomplishments – and mistakes – but also their pre-occupations and tastes. They are a Victorian time-capsule of aesthetic and social history.

Detail taken from Rossetti's study for Guinevere, modelled by Jane Burden

Marilyn Bentley

BOOKS

Personal freedoms under challenge

***Alan Budd** examines economist Samuel Brittan's latest arguments in his quest for liberal values*

A RE-STATEMENT OF ECONOMIC LIBERALISM
by Samuel Brittan
Macmillan, £27.50 (£8.95, paper back), 347 pages

IN 1973, Samuel Brittan published "Capitalism and the Permissive Society." It was a dark time for market liberalism. In Britain, despite an election manifesto that had promised greater use of market mechanisms, Prime Minister Edward Heath was presiding over an extraordinary experiment in corporatism.

The economy was to be run by the Confederation of British Industry and the Trades Union Congress under the guidance of William Armstrong. Civil servants devised elaborate systems for controlling prices and incomes. Specific promises were made not only about the growth of output but about how it would be shared out, as if the Treasury had a large tureen of soup with a generous share for workers (provided they controlled wages) and the rest for profits (provided prices did not rise too rapidly).

Not only was the claim to manage the economy in this way absurd, there were more sinister developments. Many declared the country ungovernable and, following the victory of the mine-workers in 1974, "there were times when normal bourgeois liberties such as freedom of speech under the law, and the right to modest personal property, could not be taken for granted."

Against this background, there evidently was a need to argue the case for competitive markets, not only as a superior way of coordinating human activities to decisions arrived-at by political means, but also as an instrument of human freedom. However, as the author says, the landscape now seems changed out of all recognition. The virtues of decentralisation, deregulation and dispersed ownership, not only of personal property but also of the means of production, have become the orthodoxy among governments of all political persuasions.

"A Restatement of Economic Liberalism" (to be published on Thursday) is a re-issue of that earlier work, with a brief new preface plus a long postscript entitled "The Never-Ending Best" which replaces the previous closing chapters. Why has Samuel Brittan re-issued the book? It is because he believes that so much that has happened is contrary to the kind of liberalism that inspired the original text; in particular, much that passes as market economics threatens to reduce, rather than to enhance, personal freedom.

He provides a useful distinction between three types of pro-market attitudes which he labels as market liberalism, the New Economic Right and Neo-conservatism. The first describes his own position and is the one the book sets out to explain and justify. It is close to the concept of "the social market economy." It does not exclude a possible role of the government in redistributing income and wealth and might well require intervention to ensure that the market works effectively.

The New Economic Right is far more prepared to accept laissez faire and believes that free market capitalism, whatever its possible defects, is far better than the alternatives. The New Right sees only a minimal role for the state.

Finally, Neo-conservatism includes those who seek to restore traditional values, to strengthen patriotic and family feelings and to reinforce respect for authority. Neo-conservatives may espouse the value of the market, but only so long as its results correspond with their prejudices.

Brittan illustrates the distinction by reference to the continuing debate on the future of broadcasting. The Peacock committee (of which he was a member) produced a report in the spirit of market liberalism which, for example, rejected deliberately the free market solution of allowing BBC television to be funded by advertising. The New Economic Right would have left it to commercial forces while phasing out regulation and the licence fee. The Neo-conservatives were most concerned with issues such as bias and the excessive display of violence, and sought to maintain or increase the present level of regulation.

Thus, the apparent success of pro-market attitudes leaves Brittan anxious. There are three reasons. First, there still are strong intellectual traditions of intervention (particularly on the Continent) to be opposed. Second, much of the support of free competition is partial rather than wholehearted, not least among businessmen. "The virtues of capitalism have little to do with the intentions of capitalists; and if there is far more competition in the longer run than the more simplistic critics suppose, it is because of the difficulty of keeping out new entrants, products and ideas, rather than because of any lack of desire to do so."

Finally, support of market economics has become divorced from a wider commitment to personal freedom. "Unfortunately, it is often just those political leaders who claim to be most against state control of economic life who are most opposed to freedom of personal and artistic expression."

On that last point, Brittan suggests the label "The New Spartanism" to describe certain common features of Thatcherism and Reaganism which include hawkish attitudes to foreign and military affairs, opposition to permissiveness, and general hostility to government economic intervention. He argues that the first two are the opposite of liberalism while the third, although apparently liberal, is likely to be more concerned with the disciplines that markets impose, rather than the freedoms they provide. Thus, economic liberalism still has to be defended from its enemies and protected from its false friends.

The final chapter provides a valuable commentary on recent economic and political developments and also considers attempts – by Rawls and Nozick, for example – to solve some of the problems of economic philosophy. There are still knotty problems for the soft-hearted liberal. How do you decide a policy of redistribution? How can you compensate for the casualties of economic change without harming incentives? How can you prevent a democratic system from becoming – as this threatens to do – a tyranny of the prosperous majority over the disadvantaged minority?

There are also the more practical questions of exchange rate and fiscal policy and further analysis of the possible role, both in increasing employment and in reducing alienation, of schemes for profit-related pay. It all contributes to the need for detailed thought on the precise content of the ideas associated with economic liberalism.

Any society with aspirations to egalitarianism would long since have abolished Samuel Brittan. He writes the best weekly economics column, elegant in style and provocative in content. He covers a range of subjects to a depth that should shame those of us who can cope only by concentrating on a narrow topic. He finds time to attend seminars where, inevitably, he asks the penetrating question the speaker most dreads. He writes important books. He manages to display in the course of a few minutes more courage in challenging those to whom he might look for favours than most of us can summon in a lifetime. He is that rare British creature: an intellectual.

We cannot always share his enthusiasm for another new remedy for our economic ills, but we should join him in the never-ending quest to establish the liberal values embodied in this challenging book.

Wartime memories . . . (left to right) Cyril Ritchard, Madge Elliott, Joyce Grenfell and Graham Payn in theatrical action as The Burchells of Battersea Rise

A trouper's other life

DARLING MA: LETTERS TO HER MOTHER, 1932 to 1944
by Joyce Grenfell
Hodder & Stoughton, £14.95, 360 pages

SURPRISINGLY, Joyce Grenfell was not an amusing letter-writer. Unlike her anxious parents, her play school leaders, and canteen managers, into whose very ordinary lives she breathed the genius of comedy, the characters in her letters are flat. They are described faithfully with every detail of jewellery, dress and behaviour noted meticulously; but if, as one supposes, they are the base material, they are a long way from their elevation into art.

The explanation, perhaps, is that Joyce Grenfell, despite her theatrical success, put her performing self into a separate compartment from her everyday self. And it was the everyday self which came first. During the Second World War, she suffered a crisis of conscience over whether she should act (which she enjoyed) at a time of national suffering. In fact, she was called up eventually and spent time in Ensa, both in Northern Ireland and 1944 in North Africa (at which point these letters finish).

With expectations lowered – or, at least, altered – this book does provide some interesting insight into the world of Cliveden told by someone who was both an insider (Darling Ma was Nancy Astor's youngest sister) and an outsider (Joyce had no money and was not interested in politics or fashionable living). Joyce and her beloved and loving husband, Reggie Grenfell, were the Astors' poor relations, patronised both in helpful ways (financial, for example) and sometimes less helpful ones.

At 32, Joyce still was complaining about her dominating aunt's interference in her life. Joyce, who was a nice and serious person, was never at home with the sophisticated social life of Cliveden.

Her letters have very little political comment (although she does refer to Chamberlain after Munich as "bless him, a great man"), but halfway through the war her conservative attitudes have altered. She sees Cliveden "young parties," where "the young lie about on their collar studs," as representing a discredited way of life. "The more I see people brought up in the easy way, the more I lean towards socialism . . . Things will never, can never, mustn't ever be the same as they were before the war."

This viewpoint comes as a happy antidote to her unthinking anti-Semitism and anti-homosexuality, two of the reasons why she disliked the world of films and most people in the theatre. The former she describes as "sawdusty" and "a blurring of edges and soul destruction" where "it's the dominant yellers who win." The latter is denigrated for its "sloppiness" and "complete lack of standards." Joyce herself, an active Christian Scientist, followed a rule of high principles at all levels of her life; even Darling Ma found herself in real trouble when she failed to pay a dress account. "PAY YOUR BILLS," writes Joyce, in angry capitals. It is, indeed, the only note of discord in these 12 years of letters – which must be a mother/daughter record.

Of course, Joyce Grenfell liked people and was nice about them. Even her sketches did not attack painfully. Her instinct always was to look on the bright side. "The new income tax is a nasty shock," she notes in 1939. "Phew! to 7/6d to the £!" But then she adds, characteristically: "Ah well, it's worse for the rich."

It would be unfair to castigate someone for being too nice, and occasionally her shiny niceness leads her into a form of self-parody near the theatrical Joyce. After a private performance of her sketches to the King and Queen in Eaton Square, she records: "I just went down under their combined charm, and great surgings of loyalty kept going up and down my spine as I looked at their two sweet little faces."

Darling Ma was enjoying her second marriage in North Carolina, but doubtless she must have been worried about her only daughter working in wartime London. At one lunchtime concert by Myra Hess in the National Gallery, Joyce helped to cut 1,700 sandwiches.

Perhaps her mother's concern explains Joyce's free use of the word "comfy" and the bland reassurance of her picture. The worst she can bring herself to say after eight difficult weeks touring Northern Ireland is "darned uncomfy."

James Roose-Evans uncovered these letters in the search for material for a revue, based on the life and work of Joyce Grenfell, to be performed by Maureen Lipman. It is a pity that his faithful editing of them did not allow him to include the written material for the theatre, so that art could have breathed wit and brilliance into life.

Rachel Billington

Fiction

Magic ancient and modern

KING LUDD
by Andrew Sinclair
John Curtis/Hodder, £11.95, 352 pages

WHITE CUTTER
by David Pownall
Gollancz, £12.95, 320 pages

THE TEA-PLANTER'S DAUGHTER
by Sara Banerji
Gollancz, £11.95, 190 pages

THE LAST in a trilogy published over the past 21 years – the first two being *Gog* and *Magog* – *King Ludd* forms with them what Andrew Sinclair calls the "Albion Triptych." From the Druids to the present, from ley-lines to motorways and Stonehenge to suburbia, with last year's hurricane and Black Monday mentioned for good measure, it covers the underground, mythic and essential history of England over 2,000 years.

The tale is so thick with symbolism that it is impossible to describe it in a few words. Each event of character relates to another, some myth or hero; and, steeped as it is in the past, recent history becomes mythologised. As Sinclair said at the end of *Gog*: "Memory is all, a man is his memory . . ." So, the ancient magic of runes and stones and secret alphabets are intertwined with the modern magic of codes and computers and radar, and parallels are shown between events of all kinds across the centuries.

The material Sinclair used in his study of the Cambridge traitors, *The Red and the Blue*, makes the central thread of the plot; real people (Wittgenstein at Cambridge, for instance) combine with others in recognisable political and moral situations. The hero kills a friend who has betrayed his country, thus reversing Forster's famous dictum about friendship and loyalty.

Decoding, chess, betrayal and connections, genes, generations: all elbow for room in a novel that might be overcrowded but is immensely fertile, a compost heap teeming with ideas. The remarkable trilogy must be read as one and the first two novels are being paperbacked.

The White Cutter, supposedly written as a penance on the Scottish island of Iona in the mid-13th century and destined to be burned upon completion, is the story of Hedric, boy genius son of a wandering stonemason, Bert, in whose tool bag he spends his early days. Hedric is swung from his father's shoulder to jostle with chisels, or pulled up in a bucket to the church pinnacle on which Bert is working.

In the complexity of its medieval and philosophical themes it sometimes recalls *The Name of the Rose*, involving freemasonry, heresies (Albigensian, Cathar), the Inquisition, all kinds of semi-religious, semi-political movements, and endless speculation upon forms (intellectual and artistic) about to burst from the strait-jacket of tradition and technology. As in Sinclair's trilogy, real men fictionalised and invented characters jostle for space, as for power: Henry III, Simon de Montfort, Robert Grosseteste, Roger Bacon, and a hydra-headed political monster known in the greenwood of Sherwood Forest as Hood.

The writing, as suits a picaresque novel, is powerful, swift and vivid; its implications are deep, its plot is tortuous. Like all picaresque heroes, Hedric is as precocious as life on the road has made him; his spirit, imprisoned in its age, thrashes about to be free of it. He is an acceptable link between then and now, an intellectual hurdler.

The Tea-Planter's Daughter seems limpid compared with either of these but, both formally and psychologically, it takes on daunting difficulties. To marry realism and fantasy is hard enough; to have a half-dotty heroine (but is she?) even harder.

Sara Banerji triumphs through originality of mood and feeling and psychological delicacy. An abused child (or almost), Julia grows up in India, dim and fey but capable of happiness. It comes surprisingly when, without being consulted, she is married off to Ben Clockhouse who, in exchange, becomes the top local tea-planter in her father's place. Ben, too, has been abused (although not physically) as a child.

How they manage is one thread in the story. How Hindu magic helps is another. Modern India, and its racial mixtures, is a third. Credible oddness is part of the landscape, like the gurn at the gate who has cut out his own tongue, yet manages to talk to Julia. The housekeeping is perhaps the most appealing part of it all, Hindu servants and household pets being created with what seems total exactness and affection.

Isabel Quigly

Sara Banerji . . . originality of mood and feeling

Crime

Inside the BBC

MINNETTE Marrin's *The Eye of the Beholder* (Faber and Faber, £10.95, 218 pages), a first novel, has many good qualities: neat prose, keen wit, alert eye. There are digressions (including an altogether proper attention to food and drink), but they are never too long to make the reader impatient. The conclusion is unsatisfactory, almost a tease. But the book is always enjoyable reading and shows a fairly firm grasp of its subject: the art world. There is some tedious Berenson-bashing, which might well have been omitted; but the splendid insider's portrait of the BBC more than compensates.

In *A Murder Too Many*, by Elizabeth Ferrars (Collins, £9.95, 198 pages) the patient and perceptive Andrew Basnett goes back to his old university; and, as often happens when he arrives somewhere, murders ensue. Vowing not to become involved, naturally he is obliged to do a bit of looking around, talks to a few people and, in due course, sorts out the whole story. This is the always-reliable Ferrars at her cool and leisurely best.

The theatre is full of murderers, at least in crime fiction, and it also seems to offer a considerable number of appropriate victims. In *Murder out of Tune*, by Simon Shaw (The Bodley Head, £10.95, 200 pages), the talented but unlucky Philip Fletcher finally tastes success, first as an inventive killer, then as an actor. Moralists may be dissatisfied with the wicked ending but crime-lovers will welcome Shaw, who makes his bow with this confident and engaging performance.

Francis M. Nevins, biographer of Cornell Woolrich and author of the Afterword to the posthumous publication of Woolrich's *Into the Night* (completed by Lawrence Block, Simon and Schuster, £10.95, 181 pages) calls his subject "the greatest writer of suspense fiction that ever lived."

Hmm. Surely it all depends on what you include in the suspense category. In any event, Woolrich's best-known books, like *Rear Window* and *The Bride Wore Black*, now have a not disagreeably dated tone. Block, in completing the not-quite-finished manuscript found among Woolrich's papers, has caught the tone perfectly.

Even on its own terms, this story is not entirely successful. But Woolrich fans will be grateful for its resurrection.

William Weaver

Squashing a Beatle

THE LIVES OF JOHN LENNON
by Albert Goldman
Bantam £15.00, 719 pages

ALBERT GOLDMAN has written the definitive novel on the rise and fall of a rock star, making the recent effort by Jackie Collins seem unimaginatively tame. By an odd coincidence, he has called his anti-hero John Lennon.

Ignoring all the sales-boosting brouhaha about whether this is an accurate portrayal of the most famous Beatle or just a hatchet-job in the worst possible taste, one fact stands out: it is an enthralling read, and probably the best description of nemesis – of the corruption that sets in so often when a bright, working-class lad is given as much fame, money, adulation and power as Caligula – that has yet been assembled.

Indeed, searching for parallels to John Lennon's existence in his later years, the first to spring to mind is Suetonius's description of the home life of one of the more wayward Julian emperors. Here are the orgies, the cruelties, the rages, the conspicuous consumption, the obsequious retainers.

Of course, Goldman has made his million by concentrating on just one side of Lennon's character – the depraved. There were probably many charming gestures that he ignores, for he has hardly a kind word for his subject. Lennon was apparently a rapist, a murderer (twice), a drug addict, a plagiarist and a crook. Worst of all, he could not even play the guitar well.

In the modern way, Goldman justifies Lennon's behaviour in psychiatric terms: Lennon was deprived of his mother at an early age and his constant search for a substitute led him to be dominated, briefly, by his manager, Brian Epstein, and then for over a decade by Yoko Ono whom he actually called Mother. In his submission to her, he kicked away his one secure family – the Beatles.

This is a sensationalist, prejudiced, perverted biography. The wildest accusations – about the alleged murders committed by Lennon while in an an uncontrollable rage – are not substantiated; the alleged affair with Epstein would seem probable given Lennon's addiction to bizarre experiences. The final years in New York, when he submitted to Yoko Ono, have the greatest credibility.

Their joint search for fulfilment – through ensuring world peace by taking to their bed; by contacting other planets; by primal screaming; by absorbing prodigious quantities of drugs; by employing witches and necromancers – would be funny if Goldman had a sense of humour. By the end, you feel sorry for Lennon.

Goldman makes terrible howlers when describing the British years (Quarry Bank School will be surprised to learn that it has educated two socialist prime ministers). His evaluations of Lennon's songs are puerile and embarrassing; and his pretentious style almost sinks the whole enterprise. But, as a highly-coloured account of the shooting down of a star, it makes a tremendous impact.

Antony Thorncroft

Lennon in December 1980, only hours before he was murdered

Medici rule OK

THE LETTERS OF MARSILIO FICINO, VOL 4 (LIBER V)
translated by members of the School of Economic Science, London
Shepheard-Walwyn £13.95, 184 pages

LOVERS OF Florence will recall the most exciting event to have taken place within the sacred space of the Duomo: the explosion of the Pazzi conspiracy at High Mass on April 26,1478, the Sunday before Ascension Day. Giuliano dei Medici was assassinated and his brother, the magnificent Lorenzo , escaped only narrowly. This was the culmination of the rivalry between the two banking houses of Medici and Pazzi, the latter of which had the support of the unhesitating Pope Sixtus IV. Lorenzo's escape confirmed the rule of the Medici and the end of the Pazzi.

Marsilio Ficino, the leading Platonic scholar of the Renaissance, was a close observer of these events. His letters show that he suspected what was afoot. Expressive of high moral altitudes, platitudes about Love and Friendship all round, they are in some contrast with the facts of life at the time – or any time. However, these ideals inspired the works of art that remain when the actors, conspirators and victims are long dead.

This translation from Latin, now increasingly opaque to us, is a work of scholarship for which to be grateful; but was all that *apparatus criticus* necessary?

A. L. Rowse

ARTS

A moment of history recreated in Peter Sellars' production for Houston Grand Opera

Nixon in China makes a splash

***David Murray** in Edinburgh reviews the British première of John Adams' new opera*

DESPITE THE Swedes' engaging *Turandot*, and the Groupe TSE's sly and beautiful Marivaux, this year's Edinburgh Festival has been needing a bigger splash. On Thursday the Houston Grand Opera supplied it in grand style with *Nixon in China* – original production and cast from the première less than a year ago, and with the composer John Adams conducting it now for the first time. It would justify a considerable detour, even a race to a shuttle flight: the remaining performances in the Playhouse Theatre are tonight and Monday.

The phrase "producer's opera," usually an expletive, fits *Nixon in China* quite fairly, for it was the producer Peter Sellars who persuaded Adams and the poet Alice Goodman to write it. It does indeed portray the American president's "historic" visit to Beijing (as we must now call it), if not altogether historically, and besides the Nixons the principal characters are the Mao Tse-tungs, Chou En-lai and Henry Kissinger. The latter is rudely treated: in Act 2 he somehow gets into the ballet "Red Detachment of Women" as a salacious brute, and in Act 3 he disappears early to the toilet, returning near the end only to fall into bed.

Otherwise there is no simple caricature. Tha President'e tendency to excited bluster is gently kidded, like Pat Nixon's homely small-town ways, but text, music and production alike – never really distinguishable elements – grant them serious depths, and their Chinese hosts no less. Though in the beginning the official receptions and tours are exquisitely guyed, the sense of a momentous event is retained. The opera concludes with private meditations on the final night, cross-cut to darkly ruminative music: the Maos reminiscing about the days of glorious struggle, Nixon obsessively re-living his time in the Pacific war theatre for his solicitous wife, lonely old Chou reviewing his own labours in a long, bleak perspective. Deliberately, we are denied the triumphal departure.

For two acts, the impeccably paced Sellars production dazzles: broad, economical strokes, infinitely better attuned to Adams' music than his Glyndebourna *Electrification of the Soviet Union* last year was to Nigel Osborne's score. The introverted third act gives him less scope (some mock-Western dancing by a Chinese pair is neither here nor there); and preliminary scanning of Goodman's libretto in the programme-book – mostly in couplets, mostly rhymed by assonance – is advised, for the cross-cut monologues sometimes exceed the powers of the sound-system in use.

Like other "minimalist" composers, Adams relies unashamedly upon electronic assistance for voices. He likes more percussion, and a more aggressive wind band, than the human voice can contend with unaided. The secret of this fascinating score, however, is that it is not authentically minimalist at all. On the surface, it mimics the repetitive patterns that make Steve Reich and Philip Glass go down with young audiences for whom music is audible only when carried on a disco-beat. But the slow, calculated, subliminal transformations that give life to the pieces of Reich and the earlier Glass (later is duller, though evidently marketable) are not Adams' real concern.

He cultivates swift variety and frank *Affekt*, not laid-back cool. Tinkling patterns built over unresolved alternating chords are the stock-in-trade of his East Coast seniors (Adams is now an adoptive Californian); but he favours particularly luscious chords, and his dramatic constructions over them and with them owe very little to mathematics. Janácek's free, poignant vocal lines over rotating harmonies come to mind; closer still, the cadences of Mussorgsky's Kremlin bells in *Boris*, which are repeatedly echoed in *Nixon in China*.

So are patterns from Wagner's *Rheingold* (the beginning) and *Götterdämmerung* (the end), and Holst's "Saturn" and "Neptune" (for Act 3): the choice of orchestral colouring is too close to be accidental, even if unconscious. It is scarcely plagiarism, but a kind of homage by a composer working in the same expressive territory – the echoes crop up here, after all, in post-modern sequences of a quite different kind.

Heard in concert on their own, those sequences might reveal no compelling musical argument. Together with Goodman's anbtle text and Sellars' stage realisation, however, they illuminate a drama of remarkable visionary power, and analysing the components separately would be an arid exercise. If that makes *Nixon in China* less an opera than a scare-quotes "opera," it hardly matters.

James Maddalena's baritone Nixon is a nervily brilliant, detailed study, complemented most touchingly by Carolann Page's plucky, anxious Pat. As Kissinger, Thomas Hammons boasts some acrobatic skill in his ballet-turn, and an imposing bass-baritone elsewhere. Sanford Sylvan's Chou En-lai has the fine *gravitas* required throughout, and especially for the close of the opera; Mao and Madame Mao are John Duykers and Trudy Ellen Craney, a properly crusty tenor and a forceful soprano. Mark Morris has devised ideological choreography as witty as Adrienne Lobel's bold, plain sets.

The laurels deserved on the Fringe

***Martin Hoyle** sorts out the wheat from the chaff at the Edinburgh Festival*

HONOURS BESTOWED on the Edinburgh Fringe are no guarantee of quality. Not even a Perrier cabaret award could drag me in to Jeremy Hardy after his atrocious Radio 4 sitcom which for wit, maturity and intelligence make Max Bygraves aound like Max Beerbohm. Let other pens, as Miss Austen or Dorothy Parker once said, dwell on his reportedly superior one-man show when brought by Perrier to the Donmar in their annual attempt to brighten the London autumn.

One Fringe First that deserved its laurels was a fast and furious production of Molièra's *Le Misanthrope* imported by Red Shift to the Assembly Rooms. Neil Bartlett's triumphant English version is rangy, colloquial and pungent; retaining the rhymed couplets but unforced and absolutely natural. The prunad, streamlined and updated action unfolds over a single evening in the course of e party at Célimène's. We are in Simon Gray territory – his last play even rates a mention along with Lady Di. Alceste is a lit crit and journalist, a bearded Scot in a black polo-neck who rants with more anger than I have ever heard in this play. The sonnet of poetaster Oronte – Robin Brooks in box-jacket and hornrims – begins: "My love is like a Northern Line station: I get stuck on it" and lurches into the Bardic with "Being a man what should I do but tend upon the timetable of my desire?"

Jonathan Holloway's direction is speedy and stylish, aided by fine performances: Sue Dyde, a slightly desperate Arsinoë who seethes with vindictive fury fnr her – applanded – v-sign-flashing exit; a sweet, sensible little Eliante from Marcia Rose; and a terrific Alceste from William Elliott, an actor new to me, to my chagrin. He charts the toppling of justified righteousness into intolerance and ultimate chastened absurdity with fire, energy and extraordinary charisma.

Those good old Edinburgh regulars, the American Festival Theatre, are back with half a dozen offerings under their banner. In the Netherbow, scene of last year's splendid *Grapes of Wrath*, they are presenting much more conventional fare. Shimon Wincelberg's *Underlow* was originally a television play and superficially recalls tha John Boorman film, *Hell in the Pacific*. An American airman wrecked on a Pacific island discovers a Japanese soldier in a similar predicament. Pradictably, friendship ripens between the two enemies. The Japanese is determined not to be rescued and his code of honour dictates suicide when the outside world breaks through.

The two-hander is scrupulonsly served by Andy McCutcheon as the fresh-faced American just out of gunnery school who chatters about God, girlfriends, a brothel visit in Honolulu; and by George Takei, better known as Sulu in *Star Trek*. Rob Mulholland directs. The undertow I liked best was the deadpan tartness of observation of American life as in the boy'a recollected course in leadership at the YMCA, which included lessons in "how to achieve sincerity."

The most puffed Fringe show was the most overrated. An institute whose wall paintings of green-faced gremlins – actually for a children'a playgroup – provided an apt setting for *Le P'tit Albert* presented by the Comédie de Caen, courtesy of the Traverse. A limited number of spectators were seated at a refectory table in a grimly lit room that smelt of disinfectant while Tom, inmate of the mental home turned helper, chattered, fantasised and reminisced as he served us lentils. Resembling a leathery Benny Hill, Jean-Marie Frin displays the excitability, vehemence, repetitiveness, confidential glee, and cunning of the small child. Tom loves the home, dreads being released, and can feign imbecility when necessary. All this is expressed in malapropisms, abbreviations, verbal distortions and private jargon as Tom rushes round the hall at his tasks.

Impressive for ten minutes, M. Frin's exhausting solo has become exceedingly wearisome after an hour and a half, the carefully calculated atmosphere not helped by the inevitable brace of North Americans flashing and clicking with the inevitable cameras. Contrary to general report, the lentils are excellent. The show is both overdone and undernourishing.

Radio

The game of survival

LAST WEEK'S Saturday *Feature on Radio 4 was called The Game*, but the first mention of a game didn't come for nearly 15 minutes. Not, that is, of a game we should recognise, for what we heard was an account by Leonard Wienieski of his days in Buchenwald, illuminated by a jolly anthem, "I remember Buchenwald," written by inmates.

Wienieski was 18 when he was arrested, for "borrowing" some binoculars. He was unlike other Buchenwald prisoners in his lack of despair, though his accounts of cruelty are hellish enough. Nn good making friends; they might disappear any minute. He knew how they disappeared, bnt could do nothing to stop it. One day he was asked to help hang a fellow prisoner. He did as he was told – what else? No good appealing to God. If there were a God, he would not be concerned with a world like that.

One day he found a die (what his director Martin Kurzik has allowed him to call a dice, plural dices). He kneaded more dice out of stale bread, and devised a game with them, building a perfect cube. With eight dice, or 27, or even 64, I should have thought that was easy; anyway, it distracted him so well that he never lost hope, and indeed he managed to escape. But as I see it, the dice cube was not the game; the game was survival, and he won it handsomely.

A more deliberate appeal to the virtues was Radio 4's *The Pilgrim's Postscript* on Thursday – Bunyan rewritten hy Murray Watts with all the earthly detail moved to our own time, though the story and the names are the same. For instance, Christian (Robert Duncan) was urged to shun temples, rituals and doctors' surgeries. Vanity Fair was all plastic, including the money. The Doubting Castle Hotel was owned by a Japanese company.

What was lacking was a new set of vices, even perhaps of virtues, to do more than simply alter the background. Brian Glover played Bunyan with an inner understanding derived direct from God, Whom he played in the National's *Mysteries*. I specially liked Euan Cummings, a black Faithful, and Julie Higginson, a *Midland Hopeful*.

Radio 2 played an interesting game on Monday, following Instant Sunshine (celebrating their 21st) with The Spinners (celebrating their retirement from radio). Both are male-voice ensembles with modest accompaniment, yet they couldn't be more unlike. Sunshine writes its own songs, that you might almost call sophisticated. Spinners sing the available repertoire, such as "Rock Island Line" mostly on one note). I much enjoyed "The ink is black, the page is white," a song with a kinda message.

It was good to have repeated on Radio 4 the plays that the BBC recorded in Culver City, *The Crucible* on Saturday and *Are you now or have you ever been. . . ?* on Monday. The familiar voices of Richard Dreyfuss, Stacy Keach, James Earl Jones, Michael York and so on were fine to hear in an unfamiliar medium.

It was especially good to hear them in those two plays, serious works both, on Bank Holiday weekend. There seems to be a rule that public holidays should be for relaxation only, but no one would relax to those two different attacks on the McCarthy witch-hunts, each of them stimulating in its way.

Holiday nver on Friday, Radio 3 gave us a totally frivolous play, Perry Pontac's *Odd Moments*. Everilda (Brenda Blethyn) was engaged as a housekeeper by Mrs Luffram (Judy Parfitt), not for her many and varied talents and personal beauty, but because she had burnt down the house of her former employer when he took liberties with her. Mr Luffram (Robert Lang) was "easily inflamed," his wife said.

What Everilda hadn't told Mrs Luffram, however, was that she had also poisoned her late employer's wife because of her impatience and ultra-high standards – faults Mrs Luffram shared. Sharp-edged fun, beautifully played under Richard Wortley.

B.A. Young

Man with a mission to head Arts Council

***Antony Thorncroft** discusses the likely appointment of controversial property developer Peter Palumbo*

AFTER MONTHS of searching, the Minister for the Arts, Mr Richard Luce, (with the PM looking over his ahoulder) has finally found a new chairman for the Arts Council. Few donbt that the property developer Mr Peter Palumbo will be formally appointed to e job turned down by Lords Armstrong and Gowrie, among others, when all the interested parties have returned from their holidaya and the Edinburgh Festival.

The current chairman, Lord Rees-Mogg, retires at the end of March after a seven year stint: be did two extra years while the Government hunted for a successor. Tha job has few tangible attractions. It is unpaid; there is a car, bnt only *for official functions; and most* of the work involves chairing meetings. On the other hand there are plenty of invitations to the opera – and to fringe theatres – and there is usually, although not inevitably, a knighthood at the end of it, which could appeal to Mr Palumbo.

To a great extent the joh is what he makes it. Lord Rees-Mogg took to it like a dnck to water. Appointed to give the Council a Thatcherite thrust and to trim its interventionist, and subsidy distributing, proclivities, Lord Rees-Mogg was soon converted to the need for Government aid for the arts. By quiet, gentlemanly, lobbying he managed to fight the Arts Council's corner and to ensure that its grant, £150m this year, stayed ahead of inflation – just.

He turned up most mornings at the Council's Piccadilly HQ, popping down to his nearby antiquarian book shop in Pall Mall, Pickering & Chatto, in the afternoon. As a strong, and very effective, chairman he tended to lead the council members by the nose at their monthly meetings. He also had the advantage of working with a young and aimable secretary general, Mr Luke Rittner, who shared his political background but who was also prepared to fight the cause of the Arts Council's myriad clients against Government indifference. Most of the initiatives of recent years, in particular the "Glory of the Garden" programme, which devolved a larger slice of the budget, and its distribution, away from Piccadilly and to the Regional Arts Associations, were driven through by Lord Rees Mogg.

Mr Peter Palumbo has a very different background. On the artistic side his passion is for modern art rather than for literature. In personal terms, although educated at Eton and Oxford, he has not the Establishment background of Lord Rees-Mogg. His recent rise through the social scale, culminating in his selection as a Godfather to the infant Princess Beatrice (providing his staff at the Arts Council with a

Peter Palumbo

readymade soubriquet for him), is attributed to his residence near royal Windsor and his passion for polo.

Unlike previous chairmen of the Arts Council, who tended to be retired politicians like Mr Kenneth Robinson or from the ranks of the great and the good, like Lord Gibson, Mr Palumbo has been at tha centre of artistic controversy in his own right – not once, but twice. His most notorious battle was with the Prince of Wales over plans to build a tower and a square designed by his favourite architect, Mies van der Rohe, opposite the Manaion House in the City. The Prince, dismissing the tower as e "stump," bolstered the opposition and the scheme wes turned down at a public inquiry, although the dogged Mr Palumbo is repeating the exercise with an alternative plan devised by James Stirling. It is certainly a novelty to have the chairman of the Arts Council in the front line of a battle between modernists, anxious to leave a late 20th century mark on the future, and traditionalists, fighting to save eight decorative listed Victorian buildings.

Mr Palumbo also hit the headlines when he resigned last year as chairman of the Tete Gallery Foundetion, which he had helped set up only eight months previously with the aim of raising £40m to fund new buildings for the Tate. This followed an equally sudden resignation as e Trustee of the Tate in 1984 after falling out with the Tate's director, Sir Alan Bowness.

Mr Palumbo is a man of strong opinions which he is not reluctant to express, forcefully. He has a genuine passion for contemporary architecture and art – his office is enhanced with sculpture and paintings by some of the best, but also the most bankable, modern artists, like Antbony Caro and Henry Moore. He is a man with a mission: to make a lasting artistic mark on tbe land.

He is obviously a controversial choice as chairman of the Arts Council, whose task is to defend the artistic and financial well being of creative artists in every field – from Covent Gerden opera to tbe Notting Hill Carnival. Much will depend on the brief he has received from the Minister for the Arts (and the Prime Minister). If the Government thinks that the arts are too financially insignificant, and too vociferous, to stir np with threats of privatisation and a dependence on self help then Mr Palumbo, with his energy and panache, could be e sturdy defender of his new empire. In the end it will come down to how much time, and patience, he can to devote to his new responsibility.

Video

Play it again, Bogart

PREPARE A welcome for the man with the lisp and trench-coat. Humphrey ("Of all the gin joints in all the towns in all the world") Bogart is about to visit all the video joints in the British isles. Warners, continuing their splendid policy of issuing library-building "star collections" (last time, Bette Davis), have brought out twelve Bogart titles at sell-through prices (£9.99).

There are worse ways to spend £119.88 than by buying the whole lot. Bogart defined an entire era of movies – the *film noir* thrillers wrought out of wartime unease in the shadowy 1940s – and his lisping, sardonic snarl made him an ideal Hollywood anti-hero: popular culture's gift to the age of Camus and Sartre. Indispensable classics in the Warners batch: *The Maltese Fylcon, Casablanca* and *The Big Sleep*. Connoisseur rarities: *Conflict* (Bogart as ex-con war hero), *The Two Mrs Carrolls* (Bogart as artist turned murderer) and the relishable *The Barefoot Contessa*, with film-maker Bogart squiring "discovery" Ava Gardner throngh two hours of Hollywood intrigue and 40-carat wisecracks.

"Sell-through" is the buzz phrase in video marketing today. Videos-to-buy are a boon to home-viewers who want to fill their own sbelves rather than keep traipsing off to rental shops. As well as the collected Bogarts, Warners now offer the collected *"Carry Ons"* at 9.99. each: 20 hours of puns, knockabout history and blue jokes not so blue that they will poleaxe Aunt Edna. From this month, the same sum will also buy you, on the CBS/Fox label, *The Sound Of Music* or *My Fair Lady* or *Hello Dolly* or (that man again) *The African Queen*.

New improved prices are matched only by the new improved speed with which yesterday's cinema releases reach today's video shops. It seems but yesterday that John Boorman's *Hope And Glory* (RCA/Columbia) was having prizes and nominations hurled at it in Britain and America. Now you can see and delight in this tale of a wartime childhood culled from the director's own memories. As the Blitz rains down on a ruddy-bricked suburban street, the tears and fears of adults vie with the scampering glee of children, let loose in a wonderland of rubble and rebellion. Romantic, mischievous, anarchic.

Also reaching our home screens now are such piping-hot movies, barely out of their creators' ovens, as *Barfly* (Warners), *Spaceballs* (MGM/UA) and *Anna* (Vestron). Mickey Rourke fans will be quick to net *Barfly*, wherein our Method superstar dons a 3-day stubble and a W.C. Fields voice to play an endearing poet-drunkerd, hesed on anthor Charles Bukowski. *Spaceballs* is the latest rude noise from writer-director Mel Brooks, raspberrying the *Star Wars* saga in a space spoof with merry moments but the odd longueur. And *Anna* has a powerhouse performance from Oscar-nominated Sally Kirkland as a neurotic Czech actress adrift on Broadway.

Of movies that have never reached British cinemas but have now slipped onto video, *Heat* (Warners) is ebont the best of the month. Burt Reynolds stars in a tense, stylish thriller, set among Las Vegas'a gambling tables, with classy production design by Dean Tavoularis (of *The Godfother)* and a neatly turned script from William *(Butch Cassidy And The Sundance Kid)* Goldman.

Finally, two for curio corner. *Leonard Part 6* (RCA/Columbia) is the mega-flop comedy that created a stir recently in the US. Its star Bill Coshy, American TV's top-earning comedian, was so aghast at the finished product that he tried to stop Columbia from releasing it. Without auccess. The film appeared and was duly baked and roasted by critics. See it for yourself and detect the taste of a historic turkey.

Also try the equally controversial *Star Trek – The New Generation* (CIC): a compendium of episodes from the latest, revamped space-saga series. Here British performers, not content with taking over Bayreuth this summer, have taken over the Starship Enterprise. Look out for the man replacing William Shatner's Ceptain Kirk: ex-RSC player Patrick Stewart, boldly going where no Shakespearean actor has gone before.

Nigel Andrews

Chess No. 738:
1 Q-Q5 (threat 2 Q-B3). If PxP; 2 RxP. Not 1 N-B6 or 1 N(4)-B3, P-K5. Not 1 N-K4 or 1 N(5)-B3, PxN.

SPORT

Extra spice for the bloodstock game

Michael Thompson-Noel revels in the racing scene and its latest Big Event

I LIKE boxers and athletes. I like cyclists, gymnasts, surfies and wrestlers, but most of all I like the folk you meet at the racetrack. Owners. Trainers. Jockeys. Breeders. Bookies. Bankers. Duchesses, tipsy. Rah-raha. Royalty. Men who would sell you Las Vegas, or a pair of bent Fragonards, or who once almost cornered all the world's silver.

Rabelaisian? That is only the half of it. What I like most about a racecrowd is its resilience and optimism. No matter what knocks they have taken, what fleecings by the hookies or irksome stints in prison, the people you meet at the racetrack know that all good things happen somewhere in the future.

At present, one of the things that racing folk are looking forward to is the Cartier Million, the world's richest race for two-year-olds – indeed, Europe's richest race – to be run over seven giddy furlongs at Phoenix Park racecourse, Dublin, on October 1.

Was ist die Cartier Million? Answer: it is a wonderful frolic, a superb bloodstock marketing idea dreamt up by Jonathan Irwin, managing director of the Dublin-based auctioneer, Goffs Bloodstock Sales, to bring a little extra glitter to our lives and to attract new investors into racing. It is doing this by promoting the event, with Cartier's assistance, to what the PR gals are describing as "an exciting new market of international celebrities, businessmen and sports personalities." As well as putting its name to the race, Cartier is providing the trophy, plus other prizes.

It will cost I£10,000 (£8,550) to run a horse in the Million. Only 20 can compete. But those 20 must have been among the 250 yearlings sold in the inaugural Cartier sale at Goffs last October, where the aggregate was greatly boosted by the lure of the Million. The winning owner next month will receive I£500,000 (£427,350). The owners of horses placed second to fifth will receive I£200,000, I£100,000, I£50,000 and I£20,000 respectively, and owners of horses placed sixth to 10th will get their I£10,000 back.

These are very macho sums. The Turf is agog. Goffs has stolen a march oo all its Northern Hemisphere rivals in the cut-throat bloodstock game. On October 1, corks will pop as the Million field launches itself from the stalls. An enormous amount of money will change hands. And then it will be all eyes down for the second Million sale of 250 yearlings at Goffs on October 4, 5 and 6, of which excellent things are expected.

The idea behind the race was not originally Jonathan Irwin's. He borrowed it from the Magic Million sale and race in Queensland, Australia, where the idea of a million-dollar carrot to lure in new owners and spice up the bloodstock game has proved a signal success.

Irwin needed something similar for Ireland, where the market had gone flat. "We needed something dramatic to convince breeders that they could get big figures for horses sold in Ireland. It was a real struggle to get 250 yearlings into the sale last year."

But the sale simply boomed, with buyers paying anything from 7,000 guineas to 780,000 gns per yearling. The Arabs were prominent, as usual, but they did not dominate the sale.

According to Irwin: "What would be smashing is if the Million was won by a £30,000 horse, or one much cheaper, owned by someone whose name you could pronounce. That could have a profound effect on the market. I am already looking for an average of 100,000 gns at next month's sale. I simply cannot see a downside. The Million has been good for breeders and will be good for the turnstiles. And it's all so simple. The simplicity" – he prods the '88 sales catalogue – "is that somewhere among those 250 horses in one that will win a £1m race within 12 months."

He says that breeders clamoured to get into the second sale. "We were offered almost 700 yearlings for 250 places. And these are good athletes, not just paper champions. They include probably the last son of Northern Dancer to be sold in Europe. Breeders have realised that they need to put athletic yearlings into the salesring that will stand a chance of landing the jackpot in the '89 Million." He says that the '88 sale is luring to Dublin approximately 50 American yearlings that would otherwise have been sold in the US, and about the same number from England, plus a handful from France.

Naturally, the Million has stirred much twittering and envy, especially in England, especially in High Places not a million miles removed from Newmarket, where the idea of a sales-sponsored race with a restricted entry has shocked the Establishment.

Irwin loves that, of course. His face creases in a smile: "What has really stuffed it to the purists," he says, "is the calibre of the Cartier Million horses that have been winning in England, many of which will undoubtedly be included in the line-up on October 1."

These include Cititdancer, a colt by Lomond, trained by Henry Cecil at Newmarket, which cost 160,000 gns, and Miss Demure, a Shy Groom filly owned by Kennet Valley Thoroughbreds, a syndicate made up of 30 shares at £11,000 each (it has 21 members) that bought four Million yearlings and will sell them at the end of their two-year-old careers unless it decides otherwise.

What fun everyone is having. Kennet Valley's chairman is the affable Nick Robinson, publisher of *Pacemaker International*, a glossy racing magazine, and a lucky owner in his own right. He says that the syndicate has had a bet of £100,000 to £3,000 that one of its four horses will win the Million, and that Miss Demure is blooming. She is currently the Million favourite, at about 6-1, and is also reigning favourite for next year's English 1,000 Guineas. She is trained by Robert Armstrong and was a snip at 58,000 gns.

As a matter of fact, I myself own 75 per cent of a 1,014th share in a Cartier Million horse named Taurific. My companion owns the other 25 per cent, which will make her a force to reckon with next June, if and when we win the Derby. Which derby? My dears, it hardly matters.

Taurific, by Taufan, cost 43,000 gns and is owned by Blue Chip Racing plc, which has six two-year-olds. We've had a quiet season to date. Indeed, I see from the inaugural accounts that Blue Chip Racing made a loss for the period to June 30 1988 of £165,261, and that the directors are now heralding a rights issue at £400 per share prior to offering further shares to the "general public" at £495 each. I shall have to ponder that. We are a nice cosy bunch. We don't want any frightful *nouveaux* jostling in and shouting, revving their Volvos, frightening the horses.

Cititdancer winning the Strutt and Parker maiden stakes at Newmarket

According to the August newsletter: "Dear Shareholder,

This year has been rather frustrating for us with only a few runs for our horses. However, I am sure you will remember that our original target was to compete in top races, and with this in mind the horses that James Delahooke (a noted buyer) bought for us are turning out to be three-year-old types, not precocious two-year-olds." Are they now?

Blue Chip's "most likely classic contender" is said to be Golden Generation, trained at Pulborough by Guy Harwood, while Taurific – trained in the same stable as Miss Demure – is said to be "on schedule to start his qualifying for the Cartier Million."

He's leaving it very late. But then champions often do. Just when you least expect them, they appear like the wind, trailing clouds of glory. It is something to look forward to.

The ping-pong mentality

Robert Steen on Britain's Olympic table tennis hopes

TO MOST competitors, the Olympics represent an open-ended return ticket to Olympus, though not to Desmond Douglas. Britain's premier male ping-ponger for a decade or more, Douglas nods his head resignedly, youth club features ageing in a weary grimace, and points to a newspaper. "That's exactly what I mean. A story about 'our' athletics team in which 'Britain's Olympic team' means 'Britain's Olympic athletics team.' Full stop," he bemoans, prodding the paper with a frustrated finger.

"We're arriving in Seoul ten days before our event starts because we're flying with the athletes. We're out of season as it is and, consequently, we think we could burn ourselves out. Each team should go out when their sport dictates, but no, it seems that the athletes are the only ones who matter.

"The Olympics? It's just a front. It's important to the athletes but I don't know if it means the same to us. Everything is done for them; they get ridiculous sponsorship, ridiculous help. Our coach, Donald Parker, asked Minet for £1m-£1.5m to cover the training budget. You'd have thought we'd get £10,000-£20,000, wouldn't you? We got nothing."

Douglas's forthright jabs have jostled table tennis administrators for years. Ted Warburton, however, evidently has his socks filled with Mexican jumping beans, in contrast. Where Douglas reeks justifiable cynicism, the chief executive of the English Table Tennis Association bubbles over with cheer.

Encouragingly for Warburton and his fellow exposure-hungry officials, Douglas, his doubles partner Andrew Skylet, the current English champion Alan Cooke and the National Top 12 champion Carl Prean, comprise what is regarded as the most able male quartet Britain has put out since those balmy early post-war days when Johnny Leach and Richard Bergmann took turns to lease the world championship.

Since then, notwithstanding the exploits of Chester Barnes, Dennis Neale and Douglas himself, table tennis in Britain has drifted well behind much of Europe in terms of prosperity and awareness. Douglas, Prean, Cooke and Skylet are the only full-time professionals in the new Leeds Permanent British Leagues. The West German Bundesliga, meanwhile, where Douglas and Prean have competed, can pay out £40,000-£50,000 a season. It is replenished, moreover, by graduates from specialist residential table tennis schools.

"Seoul could be the biggest thing ever to happen to the game in Britain," contends Warburton in a manner that suggests prayer more than absolute faith. Still, the recent £500,000 contribution to the League kitty – a three-year sponsorship unparalleled for the sport in Britain – has paved an optimistic path.

Douglas, the 32-year-old 12th seed, refuses, however, to join the over-the-moon chorus. He says: "In 1970 winning a three-star tournament in Britain could earn you £100. Now it's £300-£400. And the women are going backwards financially. Sure, there are now five £1,000 tournaments on the schedule. Sure, my gear and clothing are sponsored, but I'm lucky. It really hurts you, grieves you, when things haven't advanced the way they should have done. Sometimes I wonder how I did what I did. The trouble here is that table tennis is still ping-pong."

Douglas also insists that the Leeds loot should have been spread down to the grass roots, instead of being used primarily to lure foreign luminaries. He plainly feels that improving the health of British table tennis is a task akin to trimming the lawn with a pair of rusty tweezers. If anything, his reaction to the possibility of a Seoul meeting with as artful a master as Liaing is even more bassett hound-eyed.

"You feel under pressure straight away. You feel that whatever you do, he'll outsmart you. The Chinese seem to have an answer for everything you throw at them," winces Douglas, though admiringly so.

The European champions, Sweden, powerful enough to mount an assertive challenge in Seoul without their European singles champion (but mere national No.4), Mikael Applegren, boast the steely consistency of second seed Jan-Ove Waldner.

Yet when the Swedes braved the Milton Keynes concrete last month, Cooke, Prean, Douglas and Nicky Mason ran the world's second best (minus Waldner, admittedly) admirably close.

Having struck silver in the recent European championships, the British team actually defeated Sweden for the first time in eight years to cap a hotly-contested three-match series.

"I've got this feeling about Prean," reveals Warburton. "He's very awkward-looking, tall and gangly, very un-table tennis, but, at 21, a world ranking of 39 simply doesn't reflect his ability.

"He's beaten Liaing and Waldner this year and if he qualifies for the quarters, he could spring a few surprises. And that's just the boost the sport here needs."

But will the sport's appearance at the Olympics result in corrupted ideals?

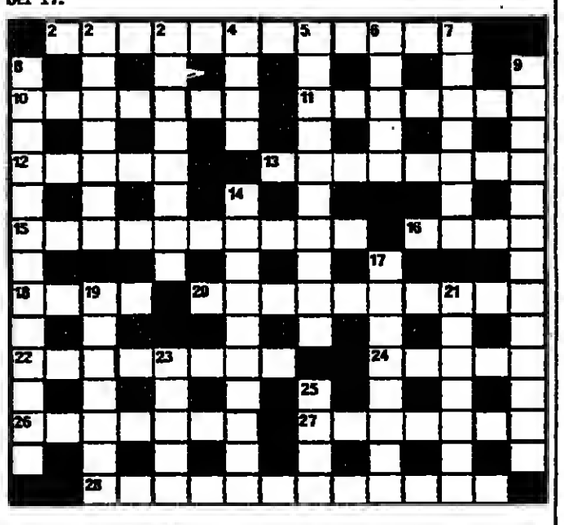
"Some guys will shield the ball from your view when serving, others will apply grease to the ball and so make it whizz off the bat at the slightest touch, but I don't see the game's international sensibility being undermined or anything," says Douglas.

"In any case, modern Olympics are essentially about individuals rather than patriots. You find me an athlete who's in it for Britain as opposed to themselves."

CROSSWORD

No. 6,724 Set by CINEPHILE

Prizes of £10 each for the first five correct solutions opened. Solutions to be received by Wednesday September 14, marked Crossword 6,724 on the envelope, to the Financial Times, 10 Cannon Street, London EC4P 4BY. Solution on Saturday September 17.



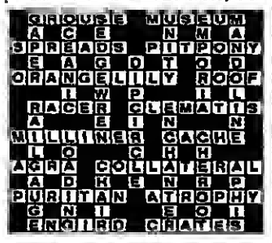
ACROSS

1, 8 down First aid that worked on Sleeping Beauty (5-2-5, 13)
10 Fascinate in French anthology (7)
11 Fairy queen puts bird on an island first (7)
12 Rose unexpectedly raised? (5)
13 Messenger around junction is attendant upon sovereign (8)
15 Spinning centre provides bed for heavyweight political economist (6,4)
16, 18 Hardship unconvincing to the enemy? (4,4)
20 Punish female ending virginity? (10)
22 Degree of venom applied to cricket team at big town? (8)
24 Island of historic or future importance (5)
26 American conductor, born Hungary, not born northern France (7)
27 Comparatively mannish tradesman? (7)
28 Bad name, as you see it, for toast (3,2,4,3)

DOWN

2 No volume? One, placed on back of head (7)
3 Quarter-acre piece raised to cover hole (4-4)
4 Bear on racecourse (4)
5 Still without proposal? (10)
6 Express without qualification (5)
7 Quiet outside tavern turned up barbarian (7)
8 See 1 across
9 Blonde with old-fashioned companion is quite all right (4,3,6)
14 A speed I attempt continually as Hercules' mother's husband (10)
17 Projector shows compiler with mashed carrot (8)
19 Saying, with hesitation, it's the greatest (7)
21 Material chance? (7)
23 Beat for dance? (5)
25 River in the Bronx (4)

Solution to Puzzle No.6,723



Solution and winners of Puzzle No.6,713

Mr P.S. Bagwell, London N3; Mr E. Burke, Wittering, Peterborough; Mr B. Hague, Winchester, Hampshire; Mr G.H. Low, Childwall, Liverpool; Mr T.S. Moore, London NW5.

TELEVISION AND RADIO

SATURDAY

Indicates programme in black and white

BBC1

6:25 am The Kidd. 6:30 UP2U. 10:12 Weather. 10:15 Grandstand including 10:30 Cricket (Middlesex v Worcestershire for the NatWest Bank Trophy from Lord's); 12:50 pm News; 12:54 Water Skiing (The European Championships); 1:25 Cricket; 2:15 Racing from Haydock Park; 2:30 Cricket; 2:45 Racing from Haydock Park; 3:15 Cricket; 3:30 Water Skiing; 3:45 Racing from Haydock Park; 3:50 Football half-times; 4:00 Water Skiing; 4:40 Final Score.

5:00 News. 5:10 Regional Programmes. 5:15 The Flying Doctors. 6:05 The Noel Edmonds Saturday Roadshow. 6:45 Bob's Full House. 7:25 'Allo 'Allo. 7:55 The Russ Abbott Show. 8:15 All Creatures Great and Small. 9:05 News and Sport. 9:20 Film: "Runaway" (1984) with Tom Selleck. 11:00 Cricket. (Highlights of day's play between Middlesex and Worcestershire for the NatWest Bank Trophy). 11:50 Film: "Lady in Cement" (1968) with Frank Sinatra and Raquel Welch.

BBC2

2:45 pm Dictatorship or Democracy? Pakistan after Zia. 3:25 Cricket: Further coverage of Middlesex v Worcestershire for the NatWest Bank Trophy final from Lord's. 7:30 "Nabucco": Verdi's opera performed by the Chorus and Orchestra of La Scala, Milan, with Renato Bruson, Ghena Dimitrova and Paata Burchuladze (Sung in Italian with English subtitles). 10:00 Film: "Helsinki" (1984 TV film) in German with English subtitles (final part). 12:20 am-1:25 Darts: British Professional Championship.

LONDON

9:00 am TV-am Breakfast Programme. 9:25 Sho-Ra: Princess of Power. 9:50 Motormouth. 11:20 Knight Rider. with David Hasselhoff. 1:00 pm News from ITN. 1:00 Local News and Weather followed by Saint and Greavsie. 1:35 Wrestling. 2:15 Snooker: Fidelity Unit Trusts International. 4:45 Results Service. 5:00 News from ITN. 5:05 Local News and Weather followed by Blockbusters. 6:35 3-2-1 Olympic Special. 6:35 Blind Date. 7:25 Square Deal. 7:50 Murder, Mystery, Suspense: Vanishing Act. 9:20 ITN News and Sport. 9:40 Local Weather. 9:50 Aspel & Company. 12:35 Film: "Charley Hannah" (1985 TV film) with Robert Conrad. 12:00 Snooker Highlights followed by ITN News Headlines. 1:00 am Night Network.

CHANNEL 4

6:30 am Making The Most Of. 10:00 Moneyspinner. 11:30 Film: "The Bowery" (1933) with Wallace Beery and George Raft. 12:10 pm The Three Stooges. 12:30 Empress Wu. 1:00 Film: "Boys' Town" with Spencer Tracy and Mickey Rooney. 2:45 Lion's Den. 3:35 Channel 4 Racing from Kempton Park. 5:55 Brookside Omnibus. 6:00 Right to Reply.

6:30 The Games in Question. 7:00 News Summary followed by Brown Sugar. 8:00 The World at your Feet. 9:00 Film: "Flight to Berlin" (1983). 10:50 Just for Laughs. 11:20 After Dark.

S4C WALES

As Channel 4 except 12:35 am Right Talk. 10:15 What the Papers Say. 10:30 Women in View. 11:00 Moneyspinner. 11:30 No Man Hath Seen God. 12:00 Teiars Kinara. 12:30 pm Scotland for Sport. 11:00 Film: "The Chocolate Soldier" (1941) with Nelson Eddy and Rise Stevens. 5:00 Glasgow by the Way. 7:00 The Planets. 7:30 Newyddion. 7:40 Y Maes Chwarae. 8:00 Mele Stevens - Y Brawd Houdini. 9:30 Reelo. 10:00 The Demarco Dimension.

HTV Regions as London except at the following times:

ANGLIA

11:30 am America's Top 10. 12:00 The Making of Superman 11. 5:15 pm Walt Disney Cartoon. 1:00 am The Hit Man and Her.

BORDER

11:30 am America's Top Ten. 12:00 The Man from UNCLE.

CENTRAL

11:30 am Film: "Breakdance" (1984) with Lucinda Dickey, Adolfo Quinones and Michael Chambers. 1:00 am Prisoner: Cell Block H. 1:00 Film: "The Blood Beast Terror" (1967) with Peter Cushing, Robert Flemyng and Wanda Ventham.

CHANNEL

11:30 am The Greatest American Hero. 12:30 pm Everyone s Winner. 1:00 am Viewers' Choice: Randall and Hopkirk (Deceased).

GRAMPIAN

11:30 am Freegair Sco. 12:00 The Greatest American Hero. 1:00 am The Hit Man and Her.

GRANADA

11:30 am America's Top Ten. 12:00 The Man from UNCLE. 5:35 First Division Special. 1:00 am The Hit Man and Her.

SCOTTISH

11:30 am America's Top Ten. 12:00 The Fall Guy. 5:05 pm The Campbells. 1:00 am The Hit Man and Her.

TSW

11:27 am Gus Honeybun's Magic Birthdays. 11:30 The South West Week. 12:00 Follyfoot. 12:30 pm America's Top Ten. 5:05 Newsport. 5:10 Walt Disney Presents followed by Gus Honeybun's Magic Birthdays. 1:00 am The Hit Man and Her.

TVS

11:30 am The Greatest American Hero. 12:30 pm Everyone s Winner. 1:00 am Viewers' Choice: Randall & Hopkirk (Deceased).

TYNE TEES

11:30 am America's Top Ten. 12:00 U.F.O. 1:00 am ITN News Headlines. 1:02 The Hit Man and Her.

YORKSHIRE

11:30 am America's Top Ten. 12:00 UFO. 1:00 am ITN News Headlines followed by The Hit Man and Her.

(S) Stereo on FM

BBC RADIO 2

5:05 am Ronnie Hilton. 5:30 Sounds of the 60s with Mike Stoller. 10:30 Brian Blessed. 12:00 Gerald Harper. 1:00 pm Wise on the Wireless. 1:30 Sport on 2, including: Football; Racing from Haydock Park; Tennis: (US Open at Flushing Meadow, New York); Cricket: Middlesex v Worcestershire for the NatWest Bank Trophy, plus the rest of the day's sporting news.

6:30 Cinema 2. 6:30 Jukebox Saturday Night with Dave Doe. 7:30 The Press Gang. 7:30 The Classical Screen. 8:30 String Sound. 10:05 Martin Kelner. 12:05 am Night Owls with Dave Gelly. 1:00 Alan Dedicoat presents Nightride. 2:00 A Little Night Music.

BBC RADIO 3

7:00 am Morning Concert. 8:30 News. 8:35 Langham Chamber Orchestra. 9:30 Saturday Review introduced by Richard Osborne, including Barry Fox talking about how long compact discs last. 1:00 pm News. 1:05 Liszt and the Piano. 2:00 "Telemaco" (Two-act opera by Gluck). 4:30 Debut. 5:00 Jazz Record Requests with Peter Clayton. 5:45 Critics' Forum. 6:35 Magic America: Helen Lawrence (soprano), Lontano conducted by Odaline de la Martinez, persons music by Chavez, Varese, Ginastera.

7:30 Proms 88: Lynn Harrell (cello), Amsterdam Concertgebouw Orchestra conducted by Riccardo Chailly: Johan Wagenaar (Overture: Twelfth Night), Shostakovich (Cello Concerto No 2); (8:15 Gordon Stewart serves musical tea in Holland). 8:35 Tchaikovsky (Symphony No 4 in F minor). 9:35 Summer Festival of English Music. Nash Ensemble with Jonty Harrison and Alistair MacDonald (electronics): music by Ireland, Michael Berkeley, Jonty Harrison. 10:40 Amsterdam Baroque Orchestra plays concertos by Dutch composers Wassenaer and de Fesch. 11:15 Book, Music and Lyrics with Robert Cushman. 12:00-12:05 am News.

Medium wave as above except:
10:25 am-7:30 pm Cricket Special. NatWest Trophy Final - Worcestershire v Middlesex, including 12:50 News, 12:55 Cricket Forum.

BBC RADIO 4

7:00 am Today. 9:00 News. 9:05 Sport on 4 with Cliff Morgan. 9:30 Breakaway. 10:00 News; Loose Ends hosted by Ned Sherrin. 11:00 News; Talking Politics. 11:30 From Our Own Correspondent. 12:00 A Small Country Living. 12:25 pm Whose Line Is It Anyway? (s). 1:00 News. 1:10 Towards 2000 with the Radio 4 Generation. 1:55 Shipping Forecast. 2:00 News; Consuming Passions. 2:45 The Best of Morning Story. 3:00 News; An Imaginary Friend.(s). 4:30 Science Now. 5:00 Prophets Returned. 5:25 Little Blighty on the Down.

5:50 Shipping Forecast. 5:55 Weather. 6:00 News, including Sports Round-up. 6:25 Citizens (s). 7:10 In the Psychiatrist's Chair. 7:40 Saturday Night Theatre (s). 9:15 Music in Mind (s). 9:50 Ten to Ten (s). 9:58 Weather. 10:00 News. 10:15 The Saturday Feature: 'Piano Crazy'. Sean Mellet goes behind the scenes at Biggin Hill and Badminton airshows to meet professional and amateur pilots who sacrifice their weekends to entertain the crowds. 10:45 The Yesterday, Today and Tomorrow Tree. 11:00 The Fall of the Mausoleum Club (s). 11:30 Radio Active (s). 12:00-12:30 am News.

SUNDAY

Indicates programme in black and white

BBC1

6:55 am Play School. 9:15 Umbrella. 9:30 This is the Day. 10:00 Wildlife on One. 10:30 Cartoon. 10:40 International One-Day Cricket: England v Sri Lanka for the Texaco Trophy from the Oval. 12:05 pm See Hear! 12:30 Country File. 1:00 News. 1:05 Bonanza. 1:50 Cartoon

2:00 EastEnders. 2:00 Film: "The Italian Job" (1973) with Michael Caine and Noel Coward. 4:35 Cartoon Double Bill. 5:35 The New Basic for Britain. 6:25 News. 6:40 Songs of Praise. 7:15 First of the Summer Wine. 7:45 Howards' Way. 8:55 Bread. 9:50 Sunday Premiere "Across the Lake" by Roger Milner. 10:35 News. 10:50 Everyman. 11:35 International One-Day Cricket (highlights of today's England v Sri Lanka match at the Oval). 12:15 am Dictatorship or Democracy? Pakistan After Zia.

BBC2

1:00 pm Sunday Grandstand, featuring: 1:00 Cricket (England v Sri Lanka from the Oval in the Texaco One-Day International); 1:20 Speedway (The World Individual Final from Denmark); 1:40 Cricket; 3:00 Water Skiing (European Water Skiing Championships from Kirtons Farm, Reading); 3:20 Speedway; 3:40 Racing from Phoenix Park; 3:45 Cricket; 4:30 Water Skiing; 5:00 Cricket.

7:30 Ambush at Masai Mara. 8:00 The RKO Story - Tales from Hollywood (final part). 8:05 Arabian Knight. 8:55 Moviedrome (Alex Cox introduces the season of cult films). 9:57 Film: "One-Eyed Jacks" (1960) with Marlon Brando and Karl Malden. 12:15-1:15 am Darts: Unipart British Professional Championship.

LONDON

9:00 am TV-am Breakfast Programme. 9:25 Fraggle Rock. 9:55 Motormouth. 10:30 Follyfoot. 11:00 Morning Worship from St John the Evangelist, Sitton, Harrogate. 12:00 Hard Times in the Cities. 1:00 pm Local news and weather. 1:05 Cartoon Time. 1:15 The Care Bears. 1:40 Link. 2:00 Stars and Steeples. 2:30 Snooker: Fidelity Unit Trusts International. 4:45 Film: "Return from Witch Mountain" (1978) with Bette Davis and Christopher Lee.

6:30 News From ITN. 6:35 Local News and weather. 6:40 Highway. 7:15 Concentration. 7:45 Judith Krantz's 'I'll Take Manhattan. 9:15 News from ITN. 9:25 Local Weather. 9:30 "The Attic - The Hiding of Anne Frank" with Mary Steenburgen and Paul Scofield. 11:20 Snooker: Fidelity Unit Trusts International. 12:30 am Kids in Sport: What Price Glory? 1:30 Highway Patrol. 2:00 The Other Side of Midnight.

CHANNEL 4

9:25 am Teiars Kinara. 9:50 Settlers' Tales. 10:00 Strangers Abroad. 11:30 Network 7. 1:00 pm Wired. 12:00 Film: "The Devil's Brother" (1933) with Laurel and Hardy. 12:40 Film: "A Yank on the Burma Road" (1942) with Barry Nelson and Laraine Day. 4:30 News summary and weather. 5:00 Ancient Lives.

6:00 Don't Just Sit There. 7:15 Equinox: Mission to Mars. 8:15 Man and Music: Rome. 9:15 The Dame Edna Experience. 10:15 Film: "Bell, Book and Candle" (1958) with James Stewart, Kim Novak, Jack Lemmon and Hermione Gingold. 12:00 Cinema from Three Continents: "Umbartha" ("The Threshold") (1981) in Marathi with English subtitles.

S4C WALES

As Channel 4 except
10:00 am The Fairies Next Door. 1:00 pm Strangers Abroad. 12:00 Film: "A Letter to Three Wives" (1949) with Jeannie Crain, Linda Darnell, Ann Sothern and Kirk Douglas. 4:00 Coming of Age. 5:00 Equinox. 7:15 Castell Caol. 7:35 Newyddion. 7:35 Cymru, Motlannwr. 8:00 Ced yr Addewid. 8:30 Dechrau Canu, Dechrau Gannol. 9:30 The Days of Whiskey Gap.

Anthony Hopkins stars as speed ace Donald Campbell, BBC 1, Sunday, 9.05pm

HTV Regions as London except at the following times:

ANGLIA

1:00 pm Link. 1:15 The Vet. 1:20 Anglia News. 1:25 Weather Trends. 1:30 Farming Diary. 4:45 Cartoon Time. 5:05 Blockbusters. 5:50 Wildwatch. 6:50 ALF. 12:30 am For the Honor of their Country: United States.

BORDER

1:00 pm Farming Outlook. 1:30 Border News. 1:35 Cartoon. 12:30 am The Other Side of Midnight.

CENTRAL

1:05 pm Gardening Time. 1:15 Link. 12:30 am Prisoner: Cell Block H. 1:30 Film: "The Things of Life" (1969) with Michel Piccoli and Romy Schneider.

CHANNEL

1:00 pm Reflections. 1:05 Link. 1:20 Emergency 999. 1:25 Farm Focus. 12:30 am For the Honor of Their Country.

GRAMPIAN

11:00 am America's Top Ten. 11:30 For the Honor of Their Country: USSR. 1:00 pm Farming Outlook. 1:30 Grampian Headlines. 1:35 Cartoon. 4:45 Jimmy Greaves. 5:15 Scotsport. 12:30 am The Other Side of Midnight. 1:00 Donahue. 1:55 Film: "Von Ryan's Express" (1965) with Frank Sinatra and Trevor Howard.

GRANADA

1:00 pm Members Only. 1:05 This is Your Right. 1:30 Asp Kas Hak. 4:45 Cartoon Time. 5:30 3-2-1 Olympic Special. 6:00 All Clued Up. 12:30 am The Other Side of Midnight. 1:00 Donahue. 1:55 Film: "Von Ryan's Express" (1965) with Frank Sinatra and Trevor Howard.

HTV

1:05 pm Survival, followed by Weather for Farmers. 1:35 Cartoon Time. 12:30 am The Other Side of Midnight. 1:00 Film: "Cruise Missile" (1978) with Peter Graves.

SCOTTISH

11:30 am Farming Outlook. 11:30 On the Great Pastlands. 1:00 pm Blockbusters. 1:30 Canadian Documentary. 4:45 Jimmy Greaves. 5:15 Scotsport. 12:30 am The Other Side of Midnight, followed by ITN News Headlines. 1:00 Donahue. 1:55 Film: "Von Ryan's Express" (1965) with Frank Sinatra and Trevor Howard.

TSW

10:30 am Gardens for All. 1:00 pm Today News. 1:02 Farming News. 1:20 Tightlines. 1:45 Link, followed by Extra Link. 12:30 am The Other Side of Midnight. 1:00 Donahue, followed by ITN News Headlines. 1:55 Film: "Von Ryan's Express" (1965) with Frank Sinatra and Trevor Howard.

TVS

1:05 pm Link. 1:20 Emergency 999. 1:25 Farm Focus. 1:57 TVS Weather. 12:30 am For the Honor of Their Country: USA. 1:00 DC Follies. 1:30 The Other Side of Midnight.

TYNE TEES

1:20 pm Farming Outlook. 1:30 Regional News. 1:35 Link. 1:50 Cartoon Time. 12:30 am The Other Side of Midnight. 1:00 Donahue. 1:55 ITN News Headlines. 1:57 Film: "Von Ryan's Express" (1965) with Frank Sinatra and Trevor Howard.

YORKSHIRE

1:00 pm Calendar News and local weather, followed by Five Minutes. 1:10 Link. 1:25 Farming Diary, followed by farming and inshore weather. 12:30 am ITN News Headlines, followed by Film: "Blazing Magnum" with Gayle Hunnicutt, and Stuart Whitman. (S) Stereo on FM

BBC RADIO 2

7:30 am Roger Royle says "Good Morning Sunday". 8:05 Melodies For You. 11:00 Desmond Carrington with Your Radio 2 All-time Greats. 2:00 Stuart Hall's Sunday Sport, including Golf (European Masters in Switzerland); Tennis (US Open at Flushing Meadow, New York); American Football (Budweiser Bowl at Lotus Road); Cricket: England v Sri Lanka at the Oval.

6:30 Charlie Chester with Sunday Soapbox. 7:35 Personal Choice. 8:30 Sunday Half-Hour. 9:30 Your Hundred Best Tunes. 10:05 Songs from the Shows. 10:45 Alan Clare at the piano. 11:00 Tony Russell presents "Sounds of Jazz". 1:00 am Alan Dedicoat presents "Nightride." 3:00-4:00 A Little Night Music.

FM Stereo - As above, except:
2:00 pm Russell Davies. 3:00 Alan Dell with Sounds Easy. 4:00 BBC Concert Orchestra Showcase. 4:30 Sing Something Simple. 8:00-12:00 As Radio 1.

BBC RADIO 33

7:00 am The Wind Players of the Netherlands. Wind ensemble play music by Rossini, Schubert and Strauss. 7:30 News. 7:35 The Beethoven Piano Sonatas. 8:30 News. 8:35 Your Concert Choice. 10:30 The Week at the Proms. 12:45 Klee Conducts Schubert. 11:45 Divertimenti: Bach (Brandenburg Concerto No 3 in G), Boulez (Memoriale), Crosse (Trio Op 38). (1:20 pm Interval Reading) 12:25 Schoenberg (Verklarte Nacht). 1:00 New and Pleasant Lessons. 1:35 Coull String Quartet. 2:35 Hallé Orchestra with Gary Graffman (piano): Stravinsky (Ballet: Jeu de cartes), Ravel (Concerto in D), Shostakovich (Symphony No 1 in F minor). 4:00 Paganiniana: Liszt (Paganini Studies No 5 and No 6), Paganini (Trio). 4:30 Celebrity Recital with Robert Holl (bass) and Rudolf Jansen (piano). 5:40 Rose Consort of Viols. 6:10 The Ballad Thinker (Robert Hayman considers Brecht's stage works). 7:00 Starhammar: String Quartet No 5 in D minor. 7:30 Proms 88: Alexander Baillie (cello) with the BBC Symphony Orchestra conducted by Hans Werner Henze: Henze (Sieben Liebeslieder); (8:00 Michael Berkeley talks to Henze) 8:30 Monteverdi arr Henze (Scherzo and Arias from Il ritorno d'Ulisse in patria). 9:20 Russian piano music played by Nikolai Petrov: Rodion Shchedrin (Humoresque), Khachaturian (Toccata in E flat minor), Mussorgsky (Pictures from an Exhibition). 10:30 Arcangelo Corelli: L'Ecole d'Orphee with John Holloway (violin). 10:30 Choral Evensong. 11:30 Dvorak. 12:00-12:05 am News.

Medium Wave as above, except:
10:30 am-7:30 pm Cricket Special: Texaco Trophy One-Day International, England v Sri Lanka.

BBC RADIO 4

7:00 am News. 7:10 Sunday Papers. 7:15 On Your Farm. 7:45 Sunday, including 7:55 Weather; 8:00 News; 8:10 Sunday papers. 8:50 The Week's Good Cause. 9:00 News. 9:10 Sunday Papers. 9:15 Letter from America by Alistair Cooke. 9:30 Morning Service (s). 10:15 The Archers. 11:15 News Stand. 11:58 Pick of the Week (s).

12:15 pm Desert Island Discs (s). 12:55 Weather. 1:00 The World This Weekend. 1:55 Shipping Forecast. 2:00 The Gardening Quiz (s). 2:30 Johnny Mangano and His Astonishing Dogs by Michael Trambley (s). 3:00 Literary Walks. 3:30 The Christian Centuries.

4:00 Victoria. 4:47 Remembrance of Gigs Past. 5:00 Down the River Tay. 5:50 Shipping Forecast. 5:55 Weather. 6:00 News. 6:15 Feedback. Chris Dunkley airs audience comments about BBC programmes. 6:30 A Good Read. 7:00 International Assignment. 7:30 Actors' Workshop. 8:00 Enterprise. 8:35 Soundings. 9:00 News; The Village (final part). 9:15 The Natural History Programme. 9:50 Weather. 10:00 News. 10:15 The Girl Who Never Grew Up. 11:30 Travellers' Tales. 11:30 Blowing of the Shofar (s). 12:00-12:30 am